

COACH

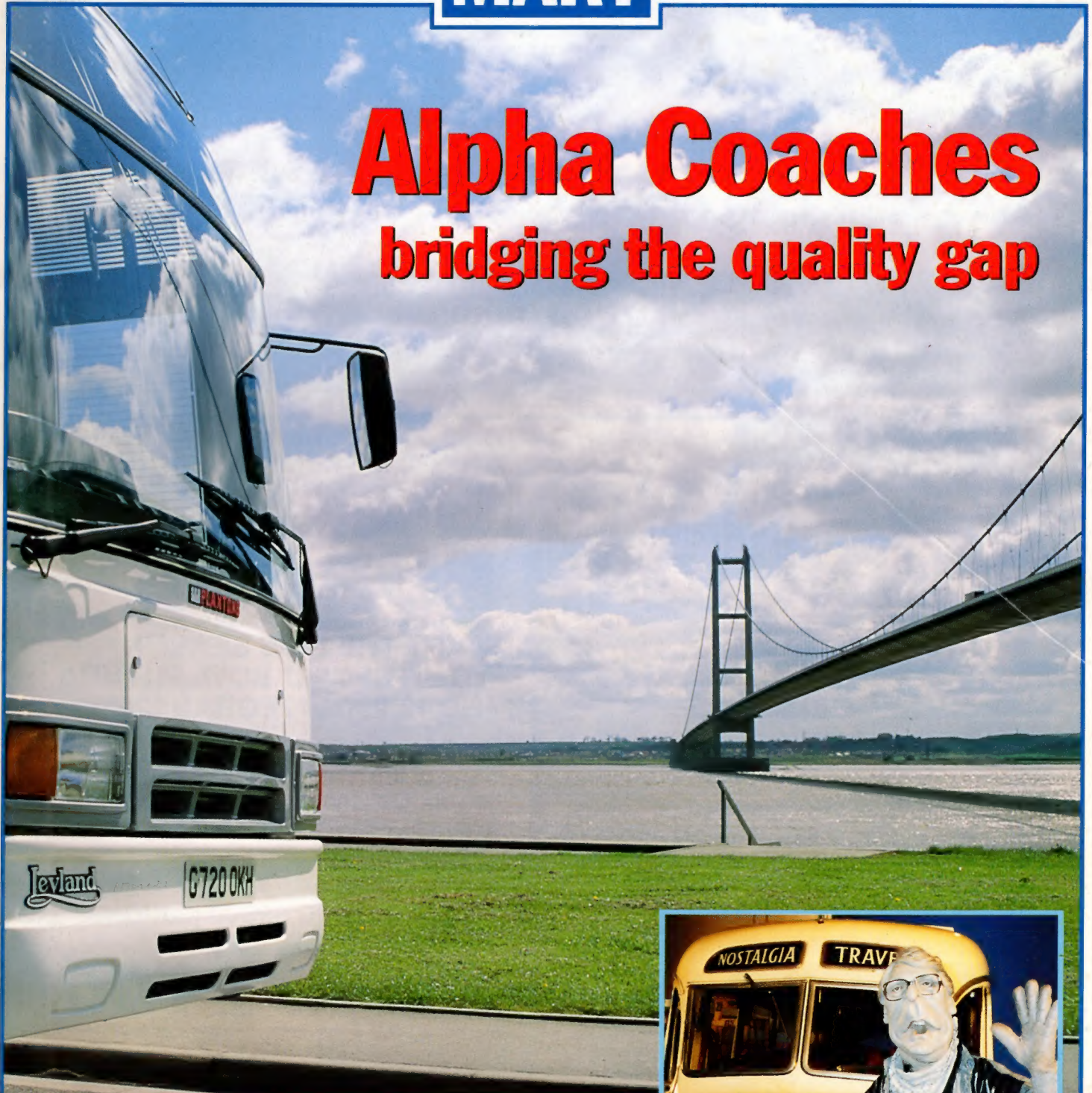
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MART

Issue 643 £1

June 13th, 1991

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1987 Neoplan Skyliner, 77-75 seats, Gardner engine, ZF automatic gearbox, radio/PA/cassette, toilet, fridge, drinks, choice of 2. Stock Nos. 1067 & 1068.

1987 Neoplan Jetliner (Scania) 44 recliners, 10 speed gearbox, toilet, washroom, drinks machine, servery, rollo blinds, conti door, driver's bunk, MoT 13.05.91. Stock No. R044.

1986 Neoplan Skyliner, 73/77 seats, Gardner engine, ZF automatic gearbox, radio/PA/cassette, toilet, fridge, drinks, choice of 2. Stock Nos. 1065 & 1066.

1983/4 Neoplan Skyliner, 71-75 seats, Mercedes V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine. Stock No. 9019 to 9022 and 0041.

1983 Neoplan Skyliner, 73 seats, Mercedes V10 engine, 6 speed ZF gearbox, Rapide spc, Servery, carpets, courier seat, MoT 20.05.92. Stock No. 9017.

1982 Neoplan Jetliner (Mercedes), 49 recliners, N/S plug door 6 speed ZF, toilet, washroom, drinks machine, fridge, continental door, rollo blinds, driver's bunk, courier seat, MoT 13.05.91. Stock No. R028.

1982 Neoplan Skyliner (with cherished plates), recently remoquetted (blue) and resprayed (white), 71 recliners, Mercedes V10, 6-speed ZF gearbox, toilet, fridge, drinks machine etc, MoT 11.03.92. Stock No. 0004.

VOLVO

1984 VOLVO B10M Plaxton 3500, 49/53 recliners, 6 speed gearbox, O/S rear sunken toilet, O/S continental door, curtains, courier seat, crew bunk, side lockers, driver's fan, MoT 24.02.92. Stock No. 1050.

1980 VOLVO B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, powder door, tinted windows, curtains, side lockers, MoT 17.12.91.

1980 VOLVO B58, 11 metre, 51 seats, Alpha power door, Telma, white livery, red moq, MoT 27.01.92.

1973 VOLVO B58, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91.

SCANIA

1986 Scania K112 Plaxton 3500. 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock No. 1063.

1986 Scania Berkhof Eclipse double deck, 76 seats, toilet, double glazed windows, Telma, coffee machine, livery maroon/white, MoT 11.04.91. Stock No. 0021.

BEDFORD

1980 Bedford PJK, 29 seat, Duple Dom, MoT 16.09.91.

1979 Bedford YMT, 53 seats, Plaxton, red/cream exterior, red moquette, Stock No. M9036.

1977 Bedford YRQ, 41 seater Plaxton. X'Press doors, private plates. Stock No. 1053.

1975 Bedford YRQ Plaxton, 45 seats, power door, side lockers, private plates, MoT 17.09.91.

LEYLAND

1981 Leyland Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white, MoT 23.08.91. Stock No. M9012.

1981 Leyland, 11 metre Plaxton, 53 seats (remoquetted), 6 speed ZF gearbox, X'Press, side lockers, grey/red moquette, MoT 30.08.91.

1981 Leyland, 12 metre Plaxton, 49 recliners, 6 speed ZF gearbox, cream exterior, autumn tint moquette. Choice of 2. MoTs 29.08.91 and 25.10.91. Stock No. 9010 & 9011.

1980 Leyland Leopard, 12 metre Plaxton, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT 29.08.91. Stock No. 9009.

AEC

1977 AEC Plaxton Express, 53 seater, semi-auto gearbox, Bristol dome, white/black exterior, autumn tint moquette. MoT 3.10.91. Stock No. 0006.

1973 AEC, 12 metre Plaxton, 57 remoquetted seats, ZF g/b, blue curtains, Mk IV front, p/pl, MoT 10.11.91.

CUMMINS

1985 Duple 425 (Cummins) 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat. Stock No. 1070.

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COACH

Issue 643 £1

MART

June 13, 1991

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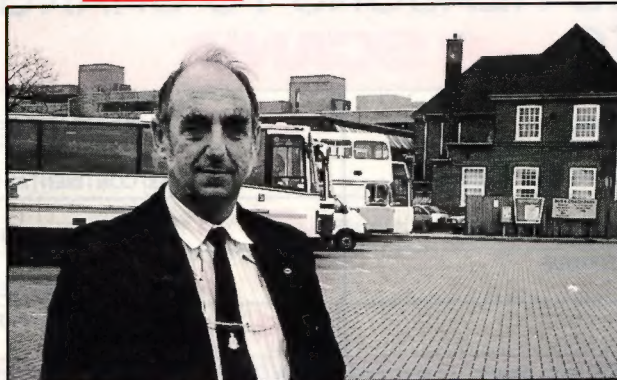
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Who are Keith Barron and Maureen Lipman talking about?

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COMMENT

STAGECOACH has been given the green light to snap up its second Scottish Bus Group company despite strong protests from local Labour MPs.

It is now clear that the 'U-turn' by the Scottish Office last week (*Coachmart*, June 6) was little more than a stay of execution for the doomed management/employee buyout team. Its bid looked set for failure from the start.

There is a train of thought - supported by Labour MP for Fife Central, Henry McLeish - that the emphasis for the sale of the remaining SBG companies will be price rather than service as the Government strives to maximise its revenue from the remaining Scottish companies to be sold off.

And that seems to be the case, reading between the lines of the statement issued by Fife Scottish managing director, Derek Stuart. He is adamant that his MEBO team submitted a bid which was fully competent.

The fact that there was no response from either the Scottish Transport Group or the Scottish Office to his company's revised bid tends to lend weight to the theory that last week's dramatic 'U-turn' was nothing more than a sop to public opinion. It certainly looks as though the decision had already been made and nothing was going to change it.

It flies in the face of the Government's avowed intent to encourage management/employee buyouts in the sell-offs. It's also strange that it should finally bestow preferred bidder status to the biggest bus and coach group in the country and one which has already gained control of Bluebird Northern.

Any questions to the Scottish Office regarding the reasons for its decision are deflected with a firm 'no comment'.

If the next General Election returns a Conservative Government, the Scottish Bus Group sell-offs will have been a curtain-raiser to deregulation in London.











A little more openness from the Government could avoid a repeat of the Fife Scottish fiasco. The cloak of secrecy which has surrounded the whole sell-off process does nothing more than provoke a feeling of suspicion.

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MCW

1986 MCW CUMMINS L10 Engine. 4-speed full automatic Voith gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, MoT 19.09.91, resprayed all white.
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NEOPLAN

1984 NEOPLAN SKYLINER, 75/77 recliners, DAF 11.6 turbo engine, 8 speed gearbox, toilet/washroom, servery, water boiler, fridge, curtains, choice of two, MoT's 22.11.91 and 15.01.92, stock numbers M110 and M111.
Price **£39,500**

JUST A FEW EXAMPLES

1988 DENNIS JAVELIN 11 metre Duple 320, 53 seats, power door, tinted windows, exhaust brake, soft trim, speed limiter, cherished plate, taxed Jan '92, MoT April '92, very clean. Stock No M018 and M019.

Price **£47,500**

1987 FREIGHT ROVER SCOTTS, luxury minibus, 12 seats, reconditioned engine (March '90), new clutch, new tyres, new rear springs, radio/cassette, taxed Jan '92, MoT April '92, very clean. Stock No M023.

Price **£6,995**

1983 LEYLAND TIGER 245 (exchange fitted 23/10/90) Plaxton 3500, 48 reclining seats, hydraulic, semi-auto gearbox, rear o/s sunken toilet, rear o/s cont door, Webasto, destination gear, MoT 20.12.91, includes full repaint in single colour of your choice. Stock No M021.

Price **£27,000**

1981 LEYLAND LEOPARD 11 metre DUPLE, 53 seats, 6 speed ZF gearbox, power door, side lockers, white exterior/red moquette, MoT Aug 91. Stock no M9102.

Price **£17,125**

1979 BEDFORD YMT PLAXTON, 53 seats, red moquette. Stock no. M9036

Price **£3,125**

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■ S B G S E L L - O F F

Stagecoach bid for Fife Scottish is now backed by Government

THE Scottish Office has stuck by its original decision and granted the country's biggest coach and bus operator - Stagecoach - preferred bidder status in the sale of Fife Scottish.

It had intended to announce last week that Stagecoach had been granted preferred bidder status.

However, it scrapped those plans at the last minute to allow a revised bid from the company's management/employee buyout team following protests from local Labour MPs (*Coachmart*, June 6).

In a surprise announcement this week, the Secretary of State for Scotland, Ian Lang, stuck by his original decision. He said: 'Stagecoach's bid



Stagecoach: preferred bidder for Fife Scottish.

emerged as clearly the strongest of the sealed bids for Fife Scottish.

'At a very late stage - shortly before a decision was to be announced - a revised bid was submitted by the company's management/employee buyout team. In these unexpected circumstances I wished to review the procedures which had

been adopted in the sale before any announcement was made.

'I have now done this in conjunction with the Scottish Transport Group and am satisfied that the sale process so far has been properly conducted in accordance with the objectives of the disposal programme.'

The decision has left

Fife Scottish managing director, Derek Stuart, and his workforce bitterly disappointed.

In a prepared statement, he said: 'We believe that the MEBO bid fully met the Government's objectives. Our bid offered the best means of promoting fair and sustained competition.

'We were committed to extensive employee involvement and our price reflected a full and fair valuation of the company.'

Mr Stuart also expressed his disappointment that there was no response either from the Scottish Office or the STG to his revised bid.

'The decision seems to have been based on the original sealed bids submitted for the company,' he said.

■ B U S

Offers pour in for Northern Counties

NORTHERN Counties joint administrator, Allan Griffiths of Grant Thornton, has received enquiries from 50 potential buyers for the Wigan bus body manufacturer.

Interested parties responded to an advert in the *Financial Times* following the appointment of the administrative receiver by owners Greater Manchester Passenger

Transport Executive (*Coachmart*, May 30, 1991).

Despite an £8 million turnover, the company faces severe financial problems due to the slump in new vehicle orders. Grant Thornton's first move to trim overheads was to cut the workforce by 127 to 304.

Mr Griffiths is keen to sell the business as a going concern, but warns that the old established company must be saved before August.

Volvo and Renault make French move

VOLVO Bus of Sweden and Renault of France have jointly taken a 75 percent stake in French bus manufacturer, Heuliez.

Heuliez will build coach and bus bodies on both Renault and Volvo chassis - a move which opens-up the French market for Volvo bus and coach chassis.

As for Renault, this agreement enables it to continue the technical co-operation which has existed with Heuliez for 10 years.

■ T A K E O V E R

West Midlands Travel sale saga may end soon

THE long-running West Midlands Travel £60 million sale saga could be over in the next three months.

The pensions dispute, which has held up the sale of the company to its workforce, has now been resolved and, West Midlands Travel press officer, Ken Longmore, this week told *Coachmart* all that remains is to 'tie up the loose ends.'

He said: 'The negotiations have been going on now for two years, but we are now

approaching the final stages.'

Frustration has been mounting on all sides as the buyout nears its conclusion with rumours and counter rumours in the local press.

There has even been speculation that Birmingham's first £80 million rapid transit route could be abandoned unless WMT is sold to its 7,000-strong workforce.

Earlier in the year there had been accusations that the Labour-controlled council was stalling



Central Coachways: WMT's coach arm.

on the sale in the hope that a Labour Government would be installed and abandon the company sell-off.

'Certain people have been trying to make capital out of the sale and there has been a lot of unsubstantiated rumours flying around,' added Mr Longmore.

He also refuted reports in the local press that WMT - whose subsidiary, Central Coachways, operates 30 vehicles

in its fleet - is preparing to announce a severe slump in profits.

It suggested that pre-tax profits would be just £5 million compared to £14.9 million two years ago.

He said: 'The report was sheer guesswork.'

'The accounts have not been audited yet and until they have been presented to the West Midlands Passenger Transport Authority we can't say anything.'

BRIEFS

● **EAST** London Bus & Coach Company has taken over the newly extended London Transport tendered route 145, from Redbridge to Dagenham.

The route, which will now take in the Asda store in Dagenham, was won from Ensign Citybus following the competitive tendering process.

Seven Leyland Titans, from the existing fleet, will be used.

● **ONE** of Germany's largest tour operators, Funtours of Frankfurt, has opened a UK office in Haywards Heath, West Sussex.

Currently organising trips to Florida and California with its US subsidiary, The Solution, the company is hoping to expand and organise tours to the UK.

● **PETERBOROUGH-**based, Viscount Bus & Coach Company, is giving away a free booklet - Travel Safely by Public Transport - to its customers.

Published by the Department of Transport, it gives guidelines to the public to help them travel safely and confidently on buses and coaches.

● **TARGET** Travel's appeal against the North East traffic commissioner, Fred Whalley's decision to revoke its O-licence for excessive maintenance problems (*Coachmart*, April 4), will be heard by the Transport Tribunal in London on Wednesday, July 24.

● **DENNIS** Specialist Vehicles is continuing to enjoy success in the export market.

The Guildford, Surrey, company has just delivered its 1,000th Dennis bus to Hong Kong.

The buses are employed by China Motor Bus and Kowloon Motor Bus and feature air conditioning - seen as essential in the competition for business.

COACH & BUS SALES

New sales slump goes on

THE slump in new coach and bus registrations continues with a 30 percent cut over the past year.

However, a slight glimmer of hope comes from a 28 percent increase in May compared with April, but even then total sales for the month are down on last year.

Volvo retains the number one slot thanks to consistent month by month results despite a cut to two-thirds of last year's demand. Sister company, Leyland, is a shadow of its former



Leyland: 17 coach registrations boosted figures.

self as it is pushed out of second place by Dennis which leads the monthly table.

Encouragement for British manufacturers comes from a swing

towards home produced products. Within the drop in the number of new PSVs is a greater cut in imported bus and coaches - 33 percent

compared with 25 percent.

Coach sales held steady during May - mainly thanks to 17 Leyland registrations. Nevertheless, they are 24 percent below the same month last year and a disturbing 40 percent down when comparing 1991 with last year.

Sales of integral coaches show a small growth with the prestigious Kassbohrer Setra doubling its registrations. Coach market shares for DAF and Scania fell for the second month running.

New coach and bus sales

Manufacturer	May		Year to date	
	1991	1990	1991	1990
DAF Bus (NL)	20	0	49	0
DAF (Leyland)	6	27	30	140
Dennis (UK)	65	18	227	149
Duple (UK)	0	1	2	13
Iveco Ford (IT)	0	2	1	3
Leyland Bus (UK)	34	76	208	479
MAN VW	4	1	7	1
Optare	14	0	49	12
Scania	21	20	93	104
Volvo	51	79	338	504
Other British	0	0	4	1
Other imports	21	24	95	151
Total British	113	95	490	654
Total imports	123	153	613	903
Totals	236	248	1103	1557

Coach registrations

Manufacturer	May 1990	May 1991	1990	1991
			(to April)	
Volvo	45	36	391	275
Leyland	20	17	119	86
Others	2	3	51	36
DAF	18	8	100	40
Scania	17	11	66	34
Setra	3	6	17	17
Dennis	6	1	71	8
Bova	2	2	44	7
MAN	1	3	1	3
Duple	1	0	13	2
Totals	115	87	873	508

Stocks are down

SALES of used coaches during May have followed the trend set earlier in the year.

Operators appear to be concentrating on consolidation of their businesses and reducing fleet sizes rather than replacing rolling stock.

We are all aware of the problems affecting both coach operators and small businesses, in particular those relating to the major lending banks, but one of the major difficulties concerning the used coach market is one of over supply. If we look back over the years, the sales of used coaches were far higher than those of recent years, but the age profile was much younger. Could it be that the old system of certification and annual inspection of vehicles actually restricted the useful life of them?

Today, we regularly see vehicles which are over 15 years old. They may be reliable, but by using them operators are not only keeping earning potential low, but reinforcing the public's view of coaches as little more than old charabancs.

■ TRAFFIC CONGESTION

Shock call for £50 Oxford city centre levy

AN Oxford councillor has shocked tourist operators by proposing a £50 licence fee for coaches entering the historic city centre.

The proposal, which comes just a year after parking fees spiralled by 500 percent to £10, was immediately put on the agenda of a meeting, to be held this week, of the local region of the Bus & Coach Council.

Graham Smith, chairman of the local BCC and managing director of Heyfordian, blasted: 'The council are definitely against coaches and buses in Oxford.'

'It's disgraceful that you have got an important city like Oxford without proper facilities for coach visitors.'

Local BCC members



Oxford: BCC to meet over licence plans.

will be discussing the latest proposals as a matter of urgency,' he told *Coachmart*.

The hike in parking fees has been recommended by councillor John Power as Oxford City Council wrestles with mounting traffic congestion problems.

It is doubtful if the licence proposal would

be legal under present legislation, but it highlights concern about coach facilities in Oxford.

A city centre coach ban is already in force between 9.30 am and 4.30 pm and a resolution by highways chairman, John Tanner, threatened to extend the curfew to all traffic - including

buses.

But adverse radio publicity forced a one-vote council defeat last week.

In a letter from City of Oxford Motor Services managing director, Arthur Townend, the council heard that a bus ban in Cornmarket and Queen Street would severely hit local bus services.

Mr Townend fears that such a narrow defeat may not have killed off the controversial idea.

The existing day-time coach ban covers: St Aldates from Speedwell Street through to High Street; all High Street and Magdalen Bridge; Longwall Street; Broad Street; and Parks Road from South Parks Road to Broad Street.

■ TRIBUNAL

Sacked Travellers driver takes action

A DRIVER, who worked for Hounslow-based Travellers, for nearly eight years has taken the company to an industrial tribunal, alleging unfair dismissal.

Frank Gomm of Fulham, claims he was dismissed 'for not keeping his coach clean' soon after he had instigated a claim against the company for deducting parking fine excesses from his wages. He had incurred the penalties while driving the company's coaches.

Managing director of Travellers, Anthony Grayson, denied the company had made a general decision to dismiss Mr Gomm. The case was adjourned until next month.

■ BUS

Twist in Wrexham bus feud

WRIGHTS of Wrexham is asking for donations from passengers to help pay for a free service it is providing as its bitter feud with Crosville Wales took another twist.

The company's plea to passengers is an attempt to claw back some of the cost of providing the free service - estimated to be £1,000 a day. The move has been described by Crosville managing director, John Rimmington, as: 'The latest in a catalogue of blunders. Mr Wright cannot even get a free service running right.'

John Wright, of Wrights, blamed the company's decision to run a free service on the North West traffic commissioner's office. He accused it of unfairly delaying authority for him to run the service.

The row between the two operators erupted when Wrights stepped in on National Express-owned Crosville's routes during the Wrexham bus strike. At the end of the industrial action, the company registered another service in direct competition.

Mr Rimmington has reported Wrights to both the traffic commissioner and the Office of Fair Trading. He said: 'Mr Wright's registration was due to start on July 4, but he began running it on May 28 offering free travel.'

'The traffic office has said it can't take action because the service is free. But when Wrights plans are to run at a loss for five weeks, this is a clear example of predatory pricing. I have complained to the OFT and it is investigating.'

Mr Rimmington said he has registered a Wrexham to Penycae service: 'We are now wondering whether to run this as a 'revolutionary marketing initiative,' in Mr Wright's words, for free. I am certainly not going to sit around being Mr Nice Guy.'

Mr Wright claimed that he was told by the traffic commissioner's office that he could run the service before the statutory 42 day commencement date. However, he said that at the last minute, the office had a change of heart.

■ BRIEFS

● THE Metropolitan Police has warned coach operators that 10,000 demonstrators are expected to gather in Hyde Park for a march through London on Sunday, June 23.

Drivers are advised to take a diversion - avoiding Oxford Street - via Seymour Street, Portman House, Wigmore Street, Cavendish Square, Cavendish Place, Mortimer Street, Tottenham Court Road and Great Russell Street.

● LONDON Transport has announced proposals for extensive changes to bus routes around Enfield, Southgate Green, Hornsey, Finsbury Park and Manor House in a bid to provide new links and attract more passengers to public transport.

The scheme is the subject of a major public consultation and residents groups, local authorities and other interested parties are being sent details of the proposed changes.

● SWEDISH coach and bus manufacturer, Scania, is to supply German integral coach builder, Kassbohrer, with complete drivelines for its new 300 series coach which will be seen for the first time at the Kortrijk show in October.

The Scania components will include: environmentally-friendly DSC11 22 381 bhp charge-cooled turbo engine with electric fuel injection, new seven-speed GR801 gearbox featuring computer assisted gearchange, prop shaft and rear-axle.

● THE London Buses' Driver of the Year competition is to be held on Sunday, July 21 in Battersea Park.

Eighty drivers will have to prove their ability in driving and written tests before being awarded cash prizes from London Buses and trophies provided by Shell.



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■ REDUNDANCIES

Jobs go at Leyland Bus

LEYLAND Bus has become the latest casualty of the continuing severe recession in the manufacturing industry. It has announced that it is to make 117 workers redundant at its Workington factory.

The latest job losses reduce the workforce to 314. The company made 13 office staff redundant in January and announced 120 across the board job losses in May last year. When Leyland was bought by Volvo in 1989 it employed 1,850 - 600 at its Workington base alone.

The cuts include 74 full-time and seven temporary jobs in its bus body division, which makes the Lynx and Olympian, and 36 temporary employees in the chassis division.

The news comes at a time when demand for new buses and coaches from the UK market has reached an all-time low and just two weeks after Northern Counties called in the administrative receiver in an attempt to solve its dire financial problems (*Coachmart*, May 30) and the relocation of Plaxton's Reeve Burgess operation to Scarborough, with the loss of up to 170 jobs (*Coachmart*, April 25).

Rodney Swarbrick, director of the bus body division, said: 'As the second largest supplier of bus bodies, we have been badly affected by the recession and have had to reduce production levels in line with anticipated demand for this year and 1992.'

The chassis division builds Olympian double deck bus chassis and Volvo B10M bus and coach chassis for both the home and export markets.

Its director, Tommy Svensson, said: 'Our business is less dependent on the performance of the UK, although demand for all our products has reduced significantly and we have had to reduce the numbers of our employees. However, all those being released are temporary staff who we took on short-term contracts at the beginning of the year.'

Bus and body assembly was consolidated at Workington during last year when it was announced that the town was to become a major Volvo Bus and Coach manufacturing base within the EC. It is now the only plant in Britain which builds both heavy bus chassis and bodies.

■ APPOINTMENTS

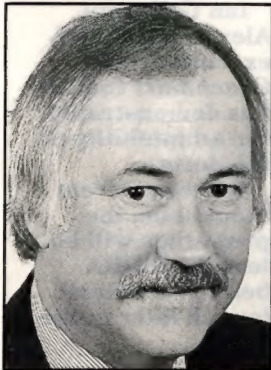
Merseybus and Westbus changes

MERSEYBUS has made Chris Niblock (pictured top right) general manager of Merseycoach to expand the company's private hire and coaching operations.

Mr Niblock (41) was formerly business development manager with West Midlands Travel and a manager with National Express. His first appointment within the coach and bus industry was in 1983 when he joined Midland Red North as commercial manager at Shrewsbury.

He said: 'I am looking forward to working with Merseybus and my appointment reflects the determination of the directors to turn what was formerly a sideline into a major business in its own right.'

● WESTBUS (UK), a subsidiary of Australia's largest privately-owned coach and bus company, has appointed David Smith (pictured bottom



right) sales and marketing manager.

He had been with Sealink for five years as sales manager for coach and groups and will now be based at Ashford, Kent.

■ COACH



Stonebow Coaches: has a new up-market image.

New look for Lincoln City's coach wing

THE coach operation of Lincoln City Transport has been rebranded and relaunched in an attempt to reorganise services after ending its National Express work.

Stonebow Coaches has introduced a new up-market image which will primarily promote existing vehicles for private hire and group work. It is expected to have a turnover of around £100,000 a year.

Only six single-deckers and one double-decker have been rebranded - the remaining coaches are being returned to service work.

Lincoln City Transport operations

manager, Ted Mercer, said that the company was in a chicken and egg situation.

'We can't afford new vehicles, but if we stimulate new work through a better image on existing coaches, we might then earn enough to invest,' he said.

LCT is pushing hard to increase its private hire work, while maintaining its existing excursion programme.

It is also testing the off-season extended tour market with an eight day tour to the Shetlands, planned for September.

■ LICENSING

Pride of The Road gets warning

BARNESLEY-based Pride of the Road has been given one more chance to put its house in order. It has been told that if it doesn't the company will lose its licence.

The stern warning came from North Eastern traffic commissioner, Fred Whalley, when it appeared at a Leeds public inquiry. Mr Whalley gave the company a 12-month licence after deciding that serious allegations of misconduct, made by former operations manager, Kevin Townend and managing director of Hanson Europa, David Peace, were in the main, unsubstantiated.

The company had been called before the commissioner because of its maintenance record and in the light of the allegations (*Coachmart*, April 18).

Mr Whalley took no disciplinary action, but only authorised 28 of the 34 vehicle licences Pride of the Road had applied for. He warned, however, that it faced the very real risk of losing its licence if it appeared before him again.

He said he was reasonably satisfied that the company was moving in the right direction in regard to the maintenance of its vehicles, although he admitted he still had some reservations.



Pride of the Road: has one more chance.

Although Pride of the Road had been given the benefit of the doubt in relation to the allegations of misconduct, Mr Whalley said he found it difficult to accept that all the allegations were totally without foundation.

There was clear evidence that vehicles had been operated without the correct tax and O-licence discs and that tachograph records had been kept in a 'disgraceful' state.

He added that Pride of the Road had been managed extremely badly for some considerable time and said it was wholly incompatible with its responsibilities as a PSV licence holder.

● A full report of the Pride of the Road case will appear in next week's *Coachmart*.

■ LEGAL

Beware in Scotland

SPOT-CHECKS will be carried out throughout the summer on PSVs and their drivers in the Highlands and islands.

Traffic and vehicle examiners from the Vehicle Inspectorate are to undertake a series of special roadside checks in the Highlands, Western Isles and Northern Isles.

They will be looking for unlicensed vehicles and vehicles in poor condition.

Tachographs and vocational licences will also be targeted.

Scottish traffic commissioner, Keith Waterworth, said: 'Road traffic enforcement makes a significant contribution to road safety.'

'It is just as important in Kirkwall and Stornaway as it is in Edinburgh and Glasgow.'

'Our experience last year showed a need for increased enforcement efforts in the more remote parts of the country.'

'The vast majority of operators stick to the rules and they are fully entitled to expect action against those who do not wherever they operate in Scotland.'

The extra spot-checks, which will also be looking at heavy goods vehicles, start at the end of the month and will run until September.

■ NEW VEHICLE

Iveco double-deck debuts in Sweden

IVECO'S long awaited 'green' double-deck entry to the UK market is being fanfared in Sweden.

The 97-passenger Alexander-bodied TurboCity is making its debut at the UITP Congress in Stockholm.

Marketed by Iveco Ford and Scottish coachbuilder, Walter Alexander, the bus will make its home bow at the BCC Show in October.

Harry Chambers, Iveco Ford bus division manager, said: 'The double-decker marks the first stage in Iveco's plans for the full-size UK bus market.'

Alexander's modified aluminium framed R-type



Iveco's TurboCity: will make UK debut at the BCC Show in October.

single-door body has 83 seats.

It is 2.5 metres wide, 4.4 metres high and 10.7 metres long on 5.1 metre wheelbase chassis - the longest two axle double-decker in the UK and the only new bus with independent front suspension.

The TurboCity is

well-established in Italy with over 1,000 already in service.

Power comes from either 210 bhp or 260 bhp six cylinder 9.5 litre turbocharged engine with the environmentally friendly option of particulate filter which is claimed to remove over 80 percent of noxious

emissions.

ZF's 4HP 500 gearbox is standard. Iveco's standard front end and engine compartment have been grafted onto the R-type body design.

Shaped panels are glass-fibre reinforced and those vulnerable to damage are readily detachable for easy repair.

Ian Galloway, Alexander's chief executive, told *Coachmart* the new bus demonstrated the adaptability of the design.

On return from Stockholm, the proto-type will be tested at MIRA before its official launch later in the year.

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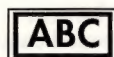
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You've been buying...You've been buying...You've been buying...You've been buying...

Peter O'Neill thinks Mercedes are 'Kings' of the road

PETER O'Neill of The Kings Ferry made news by buying new coaches while others were still thinking about it (*Coachmart*, March 7 and March 14, 1991).

His buying spree was notable for his enthusiasm for Mercedes-Benz 0303s. Not only did he snap up the remaining integrals from Yeates, but he swooped on Plaxton Sales for its six remaining 0303s with Plaxton 3500 bodywork.

The Plaxton coaches have

fronts modified by The Kings Ferry's own body shop to give them that distinctive Mercedes look.

All are fitted with Sutrak air conditioning, Autosound video system, hot drinks unit, Sutrak refrigerator, telephone and Webasto. Two are 49-seaters with toilets and four have 53 seats.

Not content with a growing fleet of new Mercs for the Kent commuter services, Mr O'Neill sent two of his fitters up to Scotland for a pair of



1970s' 0302s. These will be restored and painted in The Kings Ferry livery.

Although obtained with half an eye on nostalgia, like the company's open-topper, they will have to earn money.

Said Mr O'Neill: 'They

came down from Scotland without any trouble.

'Although apprehensive about bringing such old coaches back, the men were amazed at how well they drove - like a trolleybus was one reaction.'

Simmons selects Optare MetroRider

LINCOLNSHIRE coach operator, W J Simmons Coaches, trading as Reliance Travel of Grantham, has a new generation Optare MetroRider.

The vehicle carries 31 seated passengers and a further 12 standees.

Seats are moquette trimmed and a luggage pen is fitted. Vivid green 'rigidized' hand rails help make the interior more accessible for aged and partially sighted passengers.



Optare MetroRider: built as a complete vehicle.

Optare's MetroRider is built as a complete vehicle, using heavy duty tubular steel framing double treated against corrosion.

Exterior panelling is a combination of aluminium alloy and glass reinforced plastic for easy repair and long life.

The drive-line consists of Cummins 6B naturally aspirated engine and Allison AT545 automatic gearbox.

All-round disc-braking is standard.

Barnes Coaches buys a Bova Futura

RESPLENDENT in Barnes Holidays' white, green and red livery is another new Bova Futura for Barnes Coaches of Aldbourne, Wiltshire.

The FHD 12.290 integral 12-metre coach has the option of 51 or 55 reclining seats.

There is a sunken offside centre toilet, stepwell and manual three-quarter depth continental door. A drinks machine has been retrofitted on the toilet top.

Barnes director, Lionel Barnes, told *Coachmart*: 'The Bova represents

good value for money, passengers like them and we get good back-up from DAF.'

Passenger appeal is important to the company for its tour and continental private hire markets.

A 1981 Bedford YNT/Duple Dominant III traded-in for the H reg Bova Futura attracted attention when new with its slanted side



windows.

Said Mr Barnes: 'It was a distinctive coach.

People rang and asked specifically for the Greyhound coach.'

You've been buying...You've been buying...You've been buying...You've been buying...

Trathens' super saver

TRATHENS of Plymouth obtained a substantial saving over list prices when it bought a pair of Neoplan Skyliners at German DM price - gambling on a good exchange rate at the time of purchase.

Eight new Skyliners have now been added within the last year bringing the 'decker fleet

up to 17.

Two Expressliners obtained at end of last year improved the age profile of the 27 vehicle operation - Trathens was one of a small number of operators able to buy instead of lease at the end of last year.

Right: Trathens' Neoplan Skyliners - a good gamble.



Mazda: out and about in Lincolnshire.

Elsey's moves for Mazda

ELSEY'S Coaches, of Gosberton near Spalding in Lincolnshire, has bought a new high-top luxury Mazda coach for airport executive style travel.

The bespoke mini-coach was supplied by Howletts of Loughborough.

Elsey's new quality vehicle has Clarion stereo radio/cassette, rear door central locking, high-back

moquette seating, carpeted interior and overhead luggage racks.

Howletts' Mazda minibus conversions are available with up to 14 seats and a choice of 2184 cc diesel or 1998 petrol engines.

They are fitted to meet schedule six specification with first aid kit, fire extinguisher and grab handles.

Portsmouth Transit's big minibus order

PORTSMOUTH TRANSIT, part of Harry Blundred's Transit Holdings, is taking 43 Carlyle-bodied Mercedes-Benz 811D minibuses.

They are replacing double-deckers on Portsmouth area services following the acquisition of the operation from Stagecoach.

They are based on 4250 mm wheelbase chassis and are built to an overall length

of 7620 mm for high manoeuvrability in congested areas. Twenty-nine medium back dual purpose seats are provided and automatic gearboxes are fitted.

Carlyle's Robin Westbrook evolved the specification with Transit engineering director, Cliff Webb. Said Mr Westbrook: 'Our association with this company goes back to Devon General's first 16-

Express delivery



EXPRESSWAY Mini Coaches of Rotherham, South Yorkshire, has a new Mercedes Benz 811D from Central Coachbuilders of Doncaster.

The coach is fitted with a tow bar so that Expressway's luggage trailer can be used when the 811's deep boot is insufficient for the needs of 24 passengers.

Vogel passenger and courier seats are fitted and there is the option of servery, hot drinks machine and fridge. Other extras include tables, TV/video, telephone, forced air ventilation, mirror finish windows, moquette to roof centre and luggage rack.



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Major move back to the future

'MY party's new transport policy... er, first transport policy is based around the Boy's Own Book of Buses, which I can well remember reading when I was Chancellor.

'It seems to me that in the olden days everyone thought buses were good fun, and went on charabanc trips down to Bognor. Well, to my mind we want to get back to those times when the buses were full to the doors.

'So my transport expert, Malc, has come up with a plan to put quirky old contraptions back in circulation... and after we've tackled Mrs Thatcher, we'll have a go at buses.

'My critics say they are not fast enough for today's roads. Well, I can tell them that a donkey and cart will be fast enough in 1992, providing the donkey doesn't have difficulties breathing in the smog.

'Buses are jolly good fun. I shall look forward to a time



John Major: next stop donkey and cart?

when I once again see queues of smiling shoppers at the bus stop as I whisk past in my Rolls Royce...

Thanks to Nostalgia Travel of Oxford for the picture taken during filming of Spitting Image.

● A LEADING north-west operator, who shall remain nameless, clearly has little

concept of distance.

In the firm's brochure, an enchanting description of a holiday in Bude includes a picture in which the hotel has been helpfully picked out with a little box around it. And very nice it looks, too.

So nice, in fact, that it appears again under

another name 'only a short walk from the town centre' - of Eastbourne, that is.

We suggest this 'short walk' may pose problems for the average OAP...

● FAKE blood was liberally splattered on volunteer victims to make the Coach and Bus First Aid Association's 1991 Competition at Watford Town Hall even more lifelike.

But it didn't put off acting manager at London Central's Peckham garage, Brian Masters, and night driver, Pat Sharkey, who took first prize.

Teams from all over Britain were set tough tasks which involved being led into scenarios with prior knowledge of the condition of the 'casualties'. They had to diagnose and treat patients within a limited time, watched closely by the judges.

The duo go on to the Grand Prior - the next stage involving British Rail and London Underground teams.

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1981 (PP) LEYLAND LEOPARD S A - PLAXTON SUPREME IV, 50 recliners, power door, Telma £21,500



1983 (PP) MERCEDES 0303 - JONCKHEERE P50, 49 recliners, courier seat, centre toilet, continental door £45,950



1986 (C) DAF SB2300 DHS - LAG GALAXY, 53 recliners, courier seat, Webasto, continental door £56,500



1987 (D) BEDFORD YMV - CAETANO ALGARVE, 57 seats, power door, side lockers £44,950

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Confusion reigns on regulations

From Peter Canavan

SIR

I have complained to the traffic commissioner and the Department of Transport about the legality of another operator running an unregistered local service.

The service duplicates one I have registered, but there is conflicting advice as to whether the other operator's service should also be registered.

I believe that any service charging separate fares as defined by the 1981 Public Passenger Vehicle Act must be registered. Confusion arises out of the Department of Transport's Guide to Local Bus Service Registration - Tomorrow's Buses - which says that a service need not

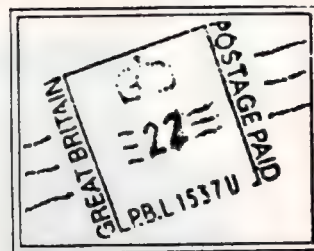
be registered if:

- Someone other than the operator or his agent is responsible for arranging the journey and for bringing the passengers together;
- The journey is not advertised beforehand to the general public;
- All passengers travel to or from the same place (eg. school or factory) and;
- Passengers pay the same fare no matter how far they travel.

This guidance creates a loophole for an operator to start a school or factory service and claim it meets this criteria. In my case I am facing unregistered competition which is costing me £150 a week and it is now two months since my first complaint to the traffic commissioner.

Send your letters to:

**The editor, *Coachmart*,
EMAP Response
Publishing Ltd,
Wentworth House,
Wentworth Street,
Peterborough, PE1 1DS,
or by fax: 0733 62656**



The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

My reading of the rules, along with others, is that the DTP criteria applies primarily to private hire - eg. excursions or tours and taken in conjunction with the rules for permitted advertising.

I would like to hear from any other operator who has had problems - particularly

with enforcement of an unregistered local service.

PETER CANAVAN
CEDAR LODGE
SOUTH BARRWOOD
KILSYTH
GLASGOW
G65 0LA

Putting the facts straight

From Alan G Bowen

SIR

I was naturally concerned at the inaccurate statements made in a letter from Wold Travel (*Coachmart*, May 30) and would like to place the facts on record.

Following the Sun Living collapse in February 1991, a number of operators, including ATI, indicated that they wished to take over bookings.

ABTA does not approve or deny any member the right to seek such business, nor would we at any time advise any member not to settle its accounts with its own suppliers.

Any company wishing to take over a business may ask a customer to assign a claim against the bond of the failed company to their own business.

ABTA processes these claims as quickly as possible and makes it clear in every case that there is always a time lapse in order to complete the paperwork.

ATI chose to take on a large number of bookings and it appears to have been unable to fund these and ceased trading on March 28 this year.

We refute any suggestion that ATI or any other company collapsed due to the actions of the association, and would repeat for the benefit of your readers, that ABTA's financial protection is there to protect the consumer and not suppliers of our members.

Any coach operator accepting business from a tour operator, whether a member of ABTA or not, should consider what credit terms, if any, he will offer and then ensure the operator complies with them.

ALAN BOWEN
HEAD OF LEGAL SERVICES
ABTA
55-57 NEWMAN STREET
LONDON
W1P 4AH

Norman is the record holder

From John Gallagher

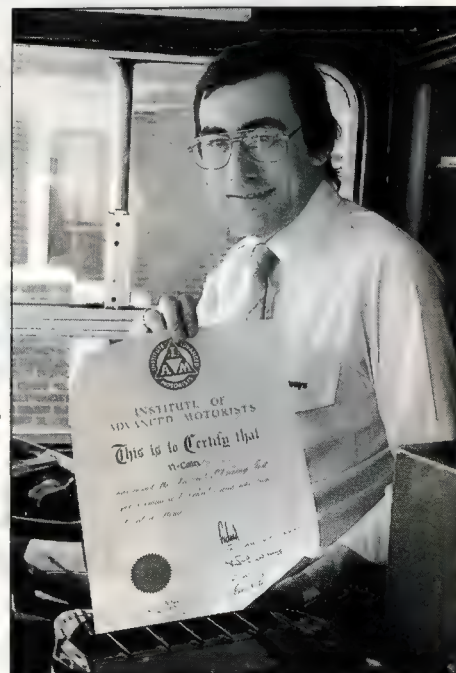
SIR

May I offer my congratulations to driver Joe Somers of Viscount and Peter Iddon and Jack Pickup of Blackburn Transport on passing the Institute of Advanced Motorists driving test in a double deck bus.

Sorry lads! Yes, you've guessed it, you were not the first. Norman Cain, a driving instructor with South Shields Busways, beat you to it. He passed the test on a double deck PSV on December 5, 1990 and since then Busways have always encouraged drivers to take the test. In fact, over the past two years our coaching division, Armstrong Galley, provided training in-house for their coach drivers and London - Newcastle Clipper Service drivers, with

a 100 percent success rate. A very worthwhile effort to promote road safety.

JOHN GALLAGHER, BEM
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Norman Cain: passed in December 1990.

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COACH SALES
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Coach rallies are worthwhile and deserve more support

From B D Constable

SIR

Not surprisingly, much has been written about both the Blackpool and Southampton rallies.

The declining level of support from operators and the manufacturing industry has raised questions about the continuance of the functions, at least in their present forms.

Perhaps a very clear way of examining the justification for keeping them is to look at what would be lost by their demise.

First there would be no national 'Coach Driver of the Year' competitions. Would this be right at a time when driving standards are having increasing importance attached to them?

Secondly, there would be no shop window - as Noel Millier would put it - for operators to show off their investments to tour operators and business rivals.

Next, manufacturers would only have the much more expensive formal trade exhibitions to peddle their wares; the low cost option would have gone.

Last, but not least, would be the loss to good employers of the opportunity to give their best employees a constructive, informative, motivating and enriching low-cost day out.

I plead with operators and manufacturers who gave this year's occasions a miss to think again in the light of what the wider industry stands ultimately to lose. Ignore the reports of this year's criticisms, faults can be put right.

Finally, and I am sure I speak on behalf of all competitors at Blackpool and Southampton, a very big thank you to all the people who made the 1991 events possible.

B D CONSTABLE
MANAGING DIRECTOR
SELKENT
5TH FLOOR
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LEWISHAM
LONDON
SE13 7EU

Now is the time to think about the future

From Bryan Hardy

SIR

It is inevitable that some coach drivers will fail the new medical test (*Coachmart*, May 23) when they come to renew their PCV licence.

My evidence from dealing with coach operators/drivers is that the large majority believe there is no point in forward planning their financial stability because 'coach drivers never die.' They all believe that they can supplement any state pension by doing part-time driving work.

However, it would appear that this thinking will have to be revised because lucrative PSV driving for the 'retired' is no longer guaranteed for life following the stricter medical requirements mentioned in the article and by the fact that the Inland Revenue is also tightening up on 'cash in hand' payments.

I am aware that most coach drivers do not get a fair income for the responsibilities they shoulder and therefore there is very little cash to spirit away for a rainy day.

However, I would seriously suggest that everybody within the industry should look towards their retirement now and put something away every month - no matter how small. It is surprising how quickly a regular saving grows.

Each person has their own individual needs so I would suggest they consider the future and contact a professional advisor to discuss their requirements.

BRYAN HARDY
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CHESHAM
BUCKS
HP5 1PJ

NOSTALGIA CORNER



DOES anyone remember this much reconstructed Duple Vega - a Bedford SBO we presume - now hard at work dispensing fish and chips to fairground visitors?

Owned now by a Bedfordshire firm which has preserved much of the charm of its original outline, HCF 323 is pictured festooned with garish light bulbs and has an extraordinary array of chimneys on the offside.

We caught up with it in May at the Enfield Pageant of Motoring in north London, where it was accompanied by an equally amazingly rebuilt veteran van.

We'd love to know more of the 'Big Fryer' when it carried passengers.

If it was yours or you knew who ran it, drop a line to the editor and we will keep the rest of you informed.

Drivers' hours regulations still seem to be a mystery



TALKING to operators and reading the replies given to *Coachmart's*

'Check Line', I get the impression that the change in drivers' hours regulations made five years ago in relation to split daily rest is either unknown or its application uncertain.

There seems to be an obsession with a 14-hour maximum day for one driver unless he can have an eight-hour break whilst engaged on the hire. Operators apply these outdated limits to their competitive disadvantage.

For the past five years the EC requirement has been that a single driver must have 11 hours' rest in each 24-hour period (which reduces the basic 'spreadover' to 13 hours from its previous 14).

But on three days in any one week this can be reduced to nine hours - giving a 'stretched

spreadover' of 15 and not 14 hours - providing the reduction in hours is compensated before the end of the following week.

But the real flexibility comes in the split rest provisions of EC Regulation 3820/85.

Daily rest can be split into not more than three separate periods, each of no less than one hour - one of which must be at least eight hours. The price for this is that the split rest periods must total 12 hours (rather than 11 applicable to unbroken rest).

There is also a very significant small word in this part of the regulations: it is 'each'.

Prior to this revised regulation, the necessary daily rest period had to fall in any 24-hour period. Under 3820/85 it has to fall in each 24-hour period. The difference being that the 'any' rule meant exactly what is said, whereas 'each' means that the operator and driver can define blocks of up to

24 hours into which the requisite rest is provided.

This gives a very wide range of permutations which offer far greater possibilities than this simple example of a legal, one-man operated, extended day trip to, say, London.

Having had an eight-hour rest period, which does not form part of a previous day's rest, a driver sets out at 0700 and drives for four hours to get to London at 1100. He sets his passengers down for the Changing of the Guard and has an hour's rest. At noon he uplifts them and takes them across to the Tower. He then rests from 1300 to 1600. That is the end of a 17-hour period in which he has had 12 hours' (8+1+3) daily rest.

He then starts the next 24-hour period with an hour's rest from 1600 to 1700 when he uplifts passengers and takes them on a two-hour sightseeing tour which terminates when he sets

them down for a theatre visit at 1900. He waits - rests - for three hours and then drives home from 2200 until 0200. He then has eight hours' rest (until 1000). In this 18-hour period he has had another 12 hours' (1+3+8) daily rest.

To put two hourly-paid drivers on this typical hire would involve charging out for 38 hours (2 x 19). To do it with a single driver on split rest may, depending on wage structure, halve the actual wage cost.

There may well, however, be a hidden 'driver non-availability' cost to the employer as a result in having two days' rest, rather than one, resulting from this hire and this may well require some charge to be made over and above the actual hours of the hire.

But, however this is calculated, it is certainly less than the cost of paying two men to do that which can legally be done by one.

Zero rating fight *must* go on

THE agreement in principle of the EC finance ministers to permit the continuation of zero rating is good news indeed.

I, and most informed observers, had been of the opinion that this was a battle which we might not win. Now the situation looks more promising.

Victory is not yet to hand for the PSV industry, though. Even before the meeting of the European Community finance ministers earlier this month, its president, Christianne Scrivener, was on record as saying: 'The commission is ready to accept, as part of a global compromise, the already existing zero rates, *provided that they do not provoke*

competitive distortions.'

There is no significant market in the European Community for British newspapers or books, and only a limited one for childrens' clothes and thus little or no scope for competitive distortions.

But some parts of coaching, rail (in the future for this country), and virtually all air transport, is very much inter-country.

There seems to be a large risk that retention of UK zero rating of public transport could be seen as creating competitive distortions.

We have, therefore, only won the opening round and must continue to fight our case for the retention of zero rating on PSV operations.

The future looks frightening

AS an occasional giver of what I hope is good advice, I value the sage pointers to business success I have been given over the years. One of which was, 'In the PSV business you can live for years off the depreciation, but it catches up in the end.'

The Transport Advisory Service's gloomy survey of the profitability of the industry (*Coachmart*, May 30) does not detect any new trend or short-term problem. It only repeats what we hear year in and year out. What is, I think, more revealing, is the torrent of equally gloomy reports which are now a regular feature of all the trade press - they used to be but an occasional trickle - of operators going out of business. There is also a constant flow of those suffering in public inquiries as they struggle to maintain ageing fleets.

The chickens are now coming home to roost for operators who failed to make sufficient depreciation allowance in their costings to generate adequate funds to replace vehicles. The upsurge in dependance on leasing and hire purchase is evidence of this. What is now more frightening for the future of the industry and its suppliers is whether this substitute for past good housekeeping will continue to be an option. The problem facing our risky, low profit, industry may not be what it costs to borrow money; but whether funds will be available to us at all. Nothing frightens lending institutions off quicker than bad projections combined with increasing failures.

DAVE SAYS COME AND JOIN THE CLUB

Large operators give their drivers back-up in emergency, but owner/drivers only have themselves to lean on.

One disaster can spell financial ruin, but help is on the horizon. Mike Morgan knows a man with a plan.

WHEN Dave Crook's coach broke down at Dover it was almost the end of a dream. Engine failure coupled to the heavy responsibility of moving 50 passengers down to the South of France could have spelt financial ruin.

Business survival was as much by good luck as good management and the gravity of the situation sparked a good idea.

Dave was by himself in more ways than one. He was alone as a driver and alone as an operator. Wouldn't it be better if there was a support group for others in the same predicament?

The Dover saga eventually snowballed into a £7,155 bill. Not much if you have 50 vehicles, but to the small operator - particularly the owner/driver - it's potentially the financial nail in a rapidly assembled coffin.

Picture an ambitious driver with years of experience ferrying passengers across Europe.

Season after season the work comes in and the driver goes out. He sees an opening to convert his experience into a business opportunity.

After-all it's not unreasonable that the man at the sharp-end should want a share of the pot of gold at the end of the European rainbow.

Dave had been driving - doing all the work - for eight years for very little pay, so he was tempted to think that it was the owners who made the money.

The story is not unique. You realize your life savings, arrange a loan using equity in your house and find a suitable coach after worming your way through the formalities of CPC and O-l licence application. Using contacts established over the years, work starts to flow and you're in business.

Then suddenly - bang. The

realities of business life hit you squarely in the middle of your budget forecast.

Everything is costing more than you expect and some big tour organiser is putting pressure on your cash-flow.

Just when the bank manager has been reassured that all is well and the overdraft really isn't as bad as he thinks - disaster strikes right at the heart of your reserves.

When someone is down fate takes over. A second disaster is round the corner, and then you're in trouble - don't things always happen in threes?

There's got to be a way of protecting the up and coming entrepreneur. Every operator started with one coach and today's one-man band could easily be tomorrow's coach tycoon.

Nobody is seeking unfair or unreasonable support and nobody would wish to wrap incompetents in cotton wool, but help is needed.

Dave Crook believes the answer is an owner/drivers club. Not only for mutual help and advice.

Every operator started with one coach and today's one-man band could easily be tomorrow's coach tycoon.

He said: 'The big boys can get everything cheaper - like diesel and insurance - and as a club we could claim the same advantages.'

He went public in the letter pages of *Coachmart* (April 4, 1991). Since then, the response has been so encouraging that Dave has firmed-up his plans. 'What we need is members. We need to grow quickly, to say 200 members, then we can offer really worthwhile advantages.'

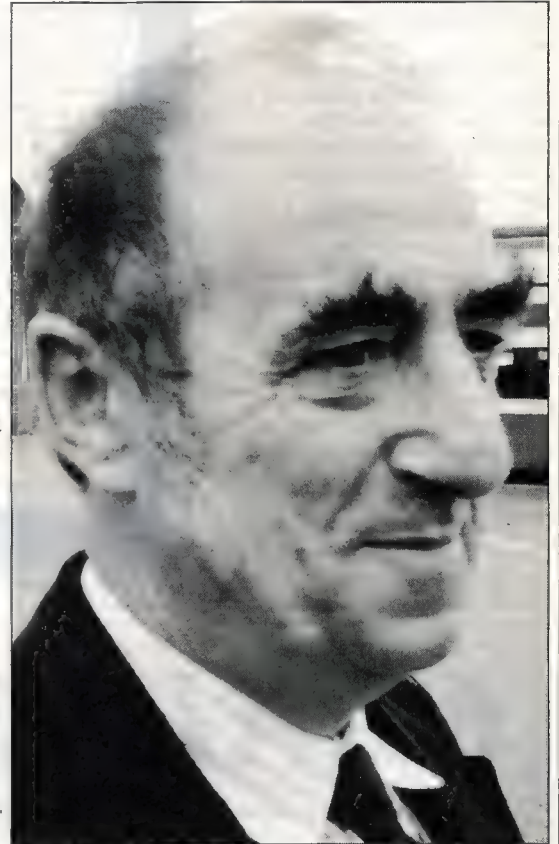
Before rushing head-long into a quest for members and extolling the virtues of membership, there was an instant, yet measured

qualifying clause which made it very clear that before the club could achieve its aims it must establish a reputation.

'Applicants must come up to standard.' His image of the worthy owner/driver was embodied in one simple statement: 'They must wear all-weather ties and keep-off the dreaded booze.'

If the owner/drivers club gets a good reputation then it could force up rates.

Dave told *Coachmart* with definite conviction:



Dave Crook: 'big boys can get anything cheaper.'

emphasis on image is one that must be applauded.

Without it there can be no future for the embryo organisation.

This becomes very clear when looking closely at what could be achieved:

- Discount on insurance - up to 30 percent with 200 members;
- Automatic membership of the Coach Drivers Club;
- Help in emergencies - rescue of passengers and location of replacement coach;
- Collective negotiation of hire-rates to stop tour operators playing one operator off against another;
- Contact with fellow members free to do feeders for tours;
- Legal advice through a club solicitor;
- Discounts on tyres;
- Possible help

- ◀ arranging finance;
- Recommended maintenance service;
- Link-up with CPC holders where required.

If the club gets a good reputation, then it could get a good deal on insurance, tyres, insurance and encourage good deals on lease-purchase.

A club structure can only meet these aims if there is a focal point - a pivot around which the activities can revolve.

Dave Crook shows an awareness of the need and a willingness to take the initiative. It would be through him that the club would operate.

Mutual help through a coach rescue service (at optional cost) could be readily available through a system which monitored the work of its members.

Help could be one phone call away.

Membership must be vetted and recorded on a computer database. It requires time, effort and cost.

It's difficult to estimate and will depend on numbers, but should be between £150 and £200 - more than covered

Calling owner/drivers

From an owner/driver

SIR

As a coach owner/driver, I have come across no end of problems and expenses which have been created because I am an individual.

To alleviate these problems I am setting up an Owner/Drivers Club, whereby, as a group of individuals we can benefit from group discounts on insurance, tyres, rescue, etc. Working as a large national concern under one heading, we can command the right price for a day's hire and share the work load amongst our members.

Each member will be responsible for his own reputation, and run his own business his own way. By keeping their individuality, the standards will be kept high.

A 24 hour manned central phone point could sort out all

the problems from breakdowns to financial, and cut out the common situation which seems to arise the minute an individual has a hitch.

We have an office with FAX, computers and accounting facilities, so no problems should go unsolved. As a CPC holder, even a transport manager service could be offered.

Obviously there would be a membership fee. The amount would relate to how many members there were in the system. If an assumed figure of £150 per annum was used, this would only be part of the monies saved on the insurance alone, all the other benefits would be a plus.

If you are interested in this scheme, then please write to the editor at the address given on page 17. Mark the envelope Owner/Drivers Club and we will pass it on to the organiser.

How Dave Crook announced his owner/drivers club plan in Coachmart.

by saving on insurance.'

Once computerised the system would be self-monitoring. Adverse reports from tour operators could be stored and checked against records.

'Anyone dealing with the club must know that the coach is 110 percent. Members must be determined to keep their reputation.

'If we don't get the right people, then we reserve the right to kick them out - any bad reports and it's the end of the line.'

Anxious to reassure, the future leader of Britain's merry band of owner/drivers said: 'It will be all above board and done right with legal and accountancy advice.'

Dave's parting shot? 'It's early days and it will take time to set-up, but let's get off to a good start.'

So keep your enquiries coming through to Coachmart and we'll pass them on to Dave.

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ALPHA AIMS TO BE FIRST FOR QUALITY

Alpha Coaches blossomed out of Terry Porteous' fruit sales in Hull to become one of the area's most respected operators. Mike Morgan discovers how the company has come to grips with the challenges facing a new generation.

THE Porteous family crest bears a motto which has given generations comfort and purpose. 'I wait my time,' proclaims the scroll and it certainly fits the business strategy of Humberside coach operator, Alpha Coaches.

Back in 1959 Terry and Jean Porteous bought their first coach - a 12-seat Austin J2 for £667. They waited their time before going for a full-size coach, then in 1972 took a big leap forward with a used Bedford VAL for Wallace Arnold feeder work.

Patient progress took-in Dalby's of Beverley in 1976 and highly respected Grey De-Luxe six years later.

Terry's first coach job was a trip to Blackpool for which he received the equivalent of £7.50.

Purchase of Eric Russell's bespoke two-coach Grey De-Luxe operation brought prestige and much needed premises in west Hull. As if by celebration, Alpha took its first new coach in the same year - a significant move which determined future company policy and confirmed the owners' ambitions.

Contrasting with that first Austin, the new coach was a highly specified £48,000 Duple-bodied Ford. Its features were ahead of the times. Video and double-glazing spelt consideration for the travelling public and the ambitious colour scheme ensured that this was no run-of-the-mill Dagenham product.

Hotspur red and fiesta orange had been progressively applied to the fleet, but Terry and Jean's son, Craig, was making his mark. Craig, then aged 21, came of age with an eye-catching livery style which was bold, if not



The Porteous family: Craig is following in the footsteps of parents, Terry and Jean.

controversial.

Ironically - although the colours stand the test of time extremely well - now that Craig has taken over the company reins nine years later he has elected to keep new coaches anonymous in dealer white.

Delayed paint-jobs are a by-product of the family motto and a consequence of a business philosophy which has kept the company out of trouble. Said Terry: 'We've never bought a coach until we had the work.'

This was true with the first vehicle 32 years ago and remains Alpha's guiding principle.

At an early stage in the company's development the name 'Alpha' was adopted. Neither Terry nor Jean can remember exactly why, though the favourite suggestion is that their accountant thought it fitted well.

'Alpha means the first and the best,' said Jean with justified pride in the company's achievements.

Terry's early exploits showed little ▶

FACT FILE

Company:	Alpha Coaches
Address:	64 Springfield Way, Anlaby, Hull
Owners:	Terry, Jean and Craig Porteous
Fleet size:	15
Full-time staff:	5
Coach turnover:	£400,000
Type of business:	UK/continental tours, private hire, contracts

◀ of what was to follow. He was quietly going about his business selling fruit from a mobile shop when he received a request which was to change his life.

'A chap came up to me and asked me to take a group to Blackpool.' Out came the fruit to expose some bench seats and off he went - a day trip for the princely sum of £7.50.

He gave up the fruit trade and went to work for Armstrongs Patents in Beverley. His daytime job was supplemented by a minibus works contract. Everything was thought to be legal, but East Yorkshire Motor Services considered his service a threat and reported Terry for collecting separate fares. Although fined £100 plus £40 costs and knuckles rapped, the market for mini-coach travel had been exposed.

Even when the VAL was at work on WA feeders from Hull to Blyth on the A1, small coaches made up the bulk of Alpha's fleet.

Alpha had its horizons lifted when it first entered the Blackpool coach rally in 1980.

Said Jean: 'It was Craig's idea. For the first time we had a vehicle good enough to enter.'

The V reg Merc is still owned for contract work, but has since been stripped of its eight-inch TV. 'It didn't work too well, but we were years ahead of our time.'

'Blackpool changed our outlook. We made contact with dealers and saw what other people were doing.'

Fuelled by the comradeship and challenge of the concours, Alpha's appetite was wetted sufficiently to make Blackpool a firm date on the calendar. It won the minibus sections in 1981/4/5/6. However, by now bigger things occupied the company.

The Ford was earning its keep on tours and, in keeping with a buy new policy, a pair of new Duple Laser-bodied Leyland Tigers were displaying the Alpha colours.

After the limitations of Bedfords (remember YRT fans and water pumps) and Fords, the company converted to heavyweights. More Tigers followed, including more recent Cummins 290

versions. Said Craig: 'We've built our business on Leylands.'

Although new coaches helped lift the company above the competition, investment costs demanded a return so the coach fleet had to work rather than be released for the luxury of rally appearances, but Alpha had an uphill struggle convincing its public to pay extra in a market still lead by price.

With a touch of sadness, and reflecting the old Grey De-Luxe clientele, Jean said: 'The public has changed. No longer have you got womens' institutes or church groups coming back year after year.'

So what do Alpha's coaches do now?

Business direction is firmly in the hands of Craig who returned to manage the family business after a spell in the computer industry. While taking the weight of responsibility off his parents, Craig set about laying new foundations for growth in the '90s.

Green does not feature on any of the Alpha vehicles - Jean's superstitious and views it like the number 13.

'We are making money out of school contracts, but only because we put in the price that we want.'

A daily income from this predictable



Alpha: fleet has changed dramatically since the early days when pride of place was a £667 Austin J2.

education work goes side-by-side with revenue from government institutions of a very different type.

Alpha has the daily contract with Hull Prison which can mean anything from two to six vehicles for transfer of inmates at almost anytime to any destination. Prison riots or escapees put pressure on Alpha's resources. Changes come at short notice making scheduling very difficult.

Nevertheless, there's week-day contract work for 13 vehicles to contribute to the £400,000 annual turnover from coach work. This leaves weekends quiet and frees two coaches for tour work.

A measure of success in the long-distance market could be seen from the line of three white Tigers in the old Grey De-Luxe garage. 'We haven't had time to paint them,' said Craig.

He would like to bring his scrapbook up to date with a fleet photograph, but 1980 was the last time this was possible. Then all five coaches were lined up in the Humber Bridge picnic area car park. 'We're too busy now.'

After seven years hard-slog on European work two of the first Tigers are receiving a £5,000 refurbishment. This break with custom and practice (there's a preference for new coaches) brought disagreement between Craig and his father Terry.

According to Craig, the Tigers are a known quantity and with minimum cost can be brought back to the stage where they can do anything.

However, Terry felt strongly that the money would be better invested in new



Optimo 11: sports a new version of Alpha's colours - silver, red and orange.

coaches.

New or old there's one thing certain - green will not feature anywhere on any vehicle. Jean is a fisherman's daughter and superstition lives on. To her the colour green brings as much bad luck as the number 13.

Despite avoiding the omens Alpha's recent experience with used vehicles has not been very encouraging. A two-year-old Tiger with Caribbean II body needed a replacement engine whereas the indigenous beasts ran sweetly without problem.

A similar affliction with a former Armstrong-Galley Metroliner 'decker' restricts it to local work otherwise the Porteous family is expecting bad news from each telephone-call.

The Metroliner shares a new version of the Alpha colours with an Optimo II. Silver replaces white, but red and orange is retained in a style which features a map of Europe with all routes radiating from Hull.

From whatever direction they approach, visitors to the Humber port will inevitably catch a glimpse of the impressive structure spanning the gulf between north and south banks. The Humber Bridge links the two halves of Humber-side and justifies the county's creation.

Alpha claims to be the first to cross from Hessle to Barton with a coach when it carried an official party in advance of the public opening.



The family motto: 'I wait my time.'

Like many coaching activities this mini-excursion went off without the glare of publicity.

Business direction lies firmly in the hands of Craig who is laying new foundations for growth in the 1990s.

However, Alpha's starring role on network television came earlier this year when two vehicles appeared in the guise

of Tati Tours.

Not a very complimentary name, but a reward for running coaches in plain white and also paying up-front for new vehicles.

Central TV needed a coach for the first of Maureen Lipman's 'About Face' series in January.

Conveniently, Plaxton Sales knew Alpha had the ideal vehicle parked in its Anston yard - unused, but paid for. This coach was put on a low-loader for film work and Alpha's other identical taxed and in-service Plaxton 3500 was used for on the road shots.

Craig pursues new business after a cool calculation of profitability. If the work doesn't pay, then it's not done by Alpha.

As recession bites hard and pricing becomes increasingly more competitive, then the pressures on profit margins add further to the unrelenting demands on the owners of a family-owned coach business.

There is no release for the telephone, the mail, or the steady stream of bank statements.

However, the Porteous family motto hangs on the living room wall at Springfield Way as a constant reminder that there's no need to panic.

Terry explained: 'We can be very patient people who usually get there in the end. Other people can undercut us, but they will get out eventually - remember, I wait my time.'

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Weekly report on law and the coach operator by Michael Jewell

Inverclyde Transport complains about 'harsh' DTp examiner



DISCIPLINARY action against Inverclyde Transport of Greenock has been adjourned following complaints from the company that the DTp vehicle examiner had exaggerated the severity of defects on its buses.

Inverclyde appeared before Scottish deputy traffic commissioner, Ramsay Dalgety, QC, in Glasgow.

As well as considering disciplinary action, Mr Dalgety was also looking at the company's application to renew its 20-vehicle PSV operator's licence.

Mr Dalgety said Inverclyde had been sent a letter in April asking for information relating to the finance and professional competence of the company.

However, at the inquiry, director, Andrew Wilson, said he did not have that information because he did not recall receiving the letter.

He claimed the company sometimes had problems with its mail.

Mr Dalgety said he could not grant a new licence without that information as he had to be certain that the company was adequately funded and the people in charge were professionally competent. As far as the current licence was concerned, there were two charges against the company.

One related to the prohibition notices issued and the other to failures to fulfil various statements of intention in regard to record keeping, frequency of inspection and maintenance arrangements generally.

George Lynn, Glasgow operations manager of the DTp Vehicle Inspectorate, said the company was associated with Inverclyde Transport

Services, whose licence had previously been prematurely terminated.

The present company licence was granted for 12 months only, with a final warning, following a public inquiry in March 1990.

In the past 12 months, seven immediate prohibitions, four of which had been endorsed 'neglect', five delayed prohibitions and five delayed variation notices had been issued.

In June 1990 Inverclyde District Council said that it had received several complaints from residents near Greenock Bus Station about excessive smoke from the company's vehicles.

A fatality led to the immediate issue of a prohibition notice - but defects found were said to be not to blame.

A spot-check was carried out and one immediate prohibition and one delayed prohibition were imposed. The company had been advised about excessive smoke on eight occasions.

Maintenance records for a vehicle given an immediate prohibition endorsed 'neglect' in August 1990 were not available prior to the prohibition date. The company was sent a warning letter.

Following a fatal accident at the company's premises, a vehicle was examined on December 14 and an immediate prohibition was issued. However it was said that the defects found - two defective tyres and loose wheelnuts - had not contributed to the accident.

Five vehicles were

examined during a fleet inspection in January 1991 and three immediate prohibitions, two of which were endorsed 'neglect' and two delayed, were issued.

There were no maintenance records available between March and July 1990. The maintenance records were in the form of a computer print-out and they did not show mileages. They revealed that the inspection interval was five weeks, and not the declared four weeks or 7,000 kilometres. The vehicle examiner's main concern had been the lack of technical understanding shown by Mr Wilson after the imposition of a prohibition for an electrical defect.

Mr Lynn said that the quality of the inspections and maintenance was low and the company had continually failed to implement a satisfactory preventative maintenance system.

Mr Wilson said that it had been agreed that the computer records were adequate at the public inquiry in March 1990, and nobody had questioned their adequacy until now.

Vehicle examiner, Matthew Kelly, said that when he asked for the maintenance records, Mr Wilson had produced all the records he had. No records were produced for three vehicles prior to the date of the prohibition notices issued.

He agreed that it had been explained that Inverclyde Transport had only taken over the vehicles on August 1 and that the records prior to that date were not its responsibility.

Mr Wilson said that the records had not been withheld. The vehicle examiner had not asked

for the previous records. The Inverclyde Transport Services licence was returned to the traffic area in July of last year.

In reply to Mr Wilson, Mr Kelly said he had checked the tightness of wheelnuts with a hammer. There were also rust marks around the wheelnuts which indicated movement.

Mr Wilson disagreed with Mr Kelly's view that incompatible wheelnuts, which were not flush to the face, would not give a different sound when tapped if they were tight.

He also did not agree that a spring loaded battery access door was likely to fly open because the locks were found to be

Director, Andrew Wilson, said it would take a few days to get records which were essential to bolster firm's image.

defective.

Mr Kelly denied that he was saying that the defects were more severe than they actually were. He agreed that Mr Wilson had questioned his judgement on a number of occasions, saying that they had agreed to disagree. He agreed that some operators had smoke emission problems with Leyland Nationals.

Mr Wilson said that Leyland Nationals were under-powered which was why they were turbocharged. It was not a question of bad maintenance, but of the operating territory and the type of vehicle coming together to create a problem.

After Mr Wilson said that most of the prohibitions had been lifted without any work having been done to

Weekly report on law and the coach operator by Michael Jewell

◀ the vehicles, Mr Kelly said that he would refute the suggestion that no work had been done.

Mr Wilson agreed with Mr Dalgety that he was saying that many of the defects listed were questionable.

He said that he had accountancy records showing that no parts were purchased. For example, the calibration

of diesel injection equipment was always contracted out. He was not suggesting that the defects did not justify prohibitions, but he was saying they did not justify the neglect endorsement.

Smoke and wheelnuts depended upon one person's interpretation. It would take a few days to get the records together, but he felt that they were

essential to bolster the company's case.

Adjourning the proceedings for three weeks, Mr Dalgety said he required any document that Mr Wilson intended relying upon lodging with the traffic area within seven days, including a manufacturer's manual for Leyland buses.

At the next hearing he would also need to see a

set of management accounts and a suitable document showing the employment of a professionally competent transport manager, together with photocopies of the certificates of fitness for all the company's vehicles.

Mr Dalgety said: 'These are serious issues and I do not intend to delay a decision unduly.'

Company told to pay back cash to driver



MOFFAT & Williamson, of Newport on Tay, has been ordered to

repay a former driver £92.40 which was held to have been unlawfully deducted from his wages following a row over the repayment of training fees.

The company was not represented before a Dundee industrial tribunal when the driver concerned, Robert Goodfellow, appeared to make his claim.

No training was forthcoming and Mr Goodfellow spent first week washing, cleaning and refuelling buses.

In its decision, the tribunal said that Mr Goodfellow had started working for the company in May 1990.

He held a Class II HGV driving licence, but needed to pass a PSV test before he could operate buses.

He was told that the company would arrange his test and for him to receive training on the understanding that he remained with the company for a year after passing his test.

Mr Goodfellow signed an

undertaking to that effect, although he was not given any statement of the terms and conditions of his employment.

No training was forthcoming and Mr Goodfellow spent his first week washing, cleaning and refuelling buses. He did, however, spend eight hours over two days on a service bus with passengers learning the route he would have to drive.

Although given no driving instruction, Mr Goodfellow passed the test for semi-automatic public service vehicles.

To take the test, the company provided Mr Goodfellow, along with three other test candidates, with a bus which they took to Perth and used for four hours for that purpose. The company paid Mr Goodfellow's test fee of £60.

After passing, Mr Goodfellow worked for the company as a bus driver, earning £165 gross, £126.62 net, a week.

On August 30 he left the company and then became involved in a dispute over the training costs. The company claimed that he was required to pay it the £60 test fee, his share of the cost of the bus used for test purposes, and a sum in respect of driving practice prior to the test - estimated at about eight or nine hours.

Allowing £15 per hour for the use of the bus, Moffat & Williamson claimed that Mr Goodfellow owed it £250.

He refused to pay and the company sought to set off the sum by deducting £92.40 from his last pay cheque.

On October 17, its solicitors wrote to Mr Goodfellow's solicitors, requesting his proposals for the payment of the £250, failing which court action would then be taken.

The tribunal said the dispute about payment for Mr Goodfellow's training was a matter of contract.

The tribunal said the evidence was very limited and did not have the benefit of the company's views. The dispute about payment for training was a matter of contract which did not fall within its jurisdiction.

There was no evidence Mr Goodfellow had signified his agreement in advance, as required by the 1976 Wages Act, to any deduction from his wages or any deduction had been authorised by statute or by a relevant provision of his employment contract.

Cutler gets CPC advice



FORMBY Travel Services proprietor, Gerald Cutler, has been advised to take a

Certificate of Professional Competence exam to help cope with his expanding business.

North Western traffic commissioner, Martin Albu, gave the advice to Mr Cutler when he appeared at a Manchester public inquiry seeking the renewal of the firm's two-vehicle restricted licence.

Mr Cutler appeared before the commissioner a year ago when his licence was renewed for one year only following maintenance problems. But Mr Albu said he seemed to have sorted those out and his maintenance records were satisfactory.

Answering a question from Mr Albu as to why he should still be entitled to a restricted licence, Mr Cutler said he had a school contract with St Helens Council for his 12-seater minibus. That was the main income for the vehicle, but it was not his main source of revenue. He also ran an eight-seater minibus and a car. Mainly, he drove the minibus covered by the PSV licence. His wife drove the other vehicle and they employed a part-time driver.

Agreeing he had promised to send a copy of the completed accounts to the commissioner, Mr Cutler said they were still at the accountants. He would send a copy in when they were done.

Mr Albu said Mr Cutler should consider obtaining a CPC and acquiring a full licence.

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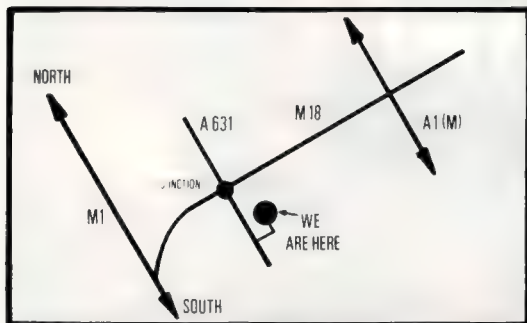
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COACH

TOURS & EXCURSIONS

Operators anger top heritage tour

COACH operators are selling passengers short and ruining trips to one of Britain's best heritage attractions.

The Ironbridge Gorge Museum says a few operators are causing massive problems at the six-square-mile site, failing to negotiate group discounts, dumping passengers on the roadside, overloading the park-and-ride bus scheme and giving little or no information to their clients.

'The Museum is extremely anxious that good relations are maintained at all cost between itself and the many coach operators who use Ironbridge every year,' said visitor information officer Margaret Wheeldon.

'What is happening shows a lack of information on the part of coach operators not aware in advance of the ground arrangements at the Museum. Visitors have no hope whatsoever of walking round the whole museum site and surviving!'

The highly-acclaimed area - birthplace of the industrial revolution - has no fewer than

NEWS SPECIAL

ten attractions. To visit just the seven major attractions would take more than ten hours, without accounting for travelling time.

'The park-and-ride bus service is not ideal for coach parties. Coaches are better advised to keep their groups together and transport them round the site themselves,' says Mrs Wheeldon.

Incredibly, operators have even been missing out on group discounts ranging from 10 to 30 percent. Some parties have been 'dumped' at the most accessible point, Blists Hill Open-Air Museum, at 9.30am and expected to buy their own tickets.

'There is free coach parking at every site,' said Mrs Wheeldon, who personally negotiated with the one council-owned site, at the River Museum, when it threatened to make a hefty charge. Her intervention means this car park too is free.

One major tour operator serving the elderly has given rise to continual complaints from its clients: 'I have tried to talk to the company but they seem to take no notice,' Mrs Wheeldon told *Coachmart*.

Mrs Wheeldon is now considering taking details of all the offending coaches and talking to the operators direct.

Ironbridge Gorge Museum - a registered charity - can supply a coach operators' guide, leaflets and other information about special events on request. Entry tickets include a Passport, which gives entry to all seven sites for around £6.25 for adults, £5.35 for the over-60s.

Guides are available at £10 for a half-day, £20 for the full day. They are volunteers, and all payments go into the museum's trust.

Full details of group arrangements at Ironbridge are from Mrs Margaret Wheeldon, on 0952 433522, or Fax 0952 432204.

1992 explained

THE London Tourist Board has organised a seminar to discuss the changes taking place next year when Britain is officially absorbed into the EC single market.

EC head of information William Martin, the European Tourism Action Group's Leonard Lickorish CBE and representatives from the British Incoming Tour Operators Association and London Convention Bureau are among the speakers.

The seminar is on July 5 at Selsdon Park Hotel, in Sanderstead, South Croydon. Price for LTB members is £55 and for non-members £75, with the afternoon free to use the hotel's 18-hole golf course and leisure facilities.

Details are from the LTB's Gabrielle Smith, Tel:071 730 3450, Fax: 071 730 9367.

Blue beaches at sunny Clacton

SUNNY Clacton will be doing dome flag-waving on July 11 and 13 as it celebrates its EC 'no pollution' status.

The Essex seaside resort is having its Blue Flag - given to clean bathing beaches - dropped in by parachute team the Red Devils, who will be sky-diving on to the West Beach.

Once down, it will be hoisted up the flagpole by top swimmer Sharron Davies. The King's Own Royal Border Regiment Band will play as swimmers set out on a race to win the Blue Flag Cup.

Saturday's events starting at lunchtime include steel bands, jazz and street entertainments in Clacton. There are sandcastle building competitions for the children, a treasure hunt and a great deal more. The day is polished off with a 10pm fireworks display on the West Beach.

Full details are from Jane Williams, Tel:0255 255141.



FILEY beach joined Clacton on the list of safe bathing areas - Blue Flag beaches - designated by EC standards. The awards were made by Minister for the Environment and Countryside David Trippier. Only 35 of Britain's bathing beaches reach the standard laid down by the EC.

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4th JULY 1991

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PR agency signed by Coach Tourism Council

THE Coach Tourism Council has appointed a London public relations agency to help promote its major event, the Coaching for Pleasure Day in Leicester.

The massive August 6 event sponsored by ferry companies, tourist boards, insurance agents and others promises to bring thousands of people with the name Cook to set two new world records. Coach operators throughout Britain are being asked to lay on a free trip from their area.

'This will be to everyone's benefit,' said a spokesman for the CTC. 'The CTC is helping operators generate press publicity in their area to fill the coaches with Cooks. An information pack and specimen press releases

written by an experienced journalist will get the ball rolling.'

He explained that the national public relations exercise to promote the CTC's aims will be co-ordinated by the newly-appointed agency. National newspapermen are expected to attend a press briefing at De Montford Hall which will explain the benefits of coach travel, including its extremely good safety record.

'But each participating operator can enjoy good local publicity at the same time. We will be giving participants every support we can to ensure the event is a media relations success,' said the spokesman.

After all the coaches - some

50 are expected - have arrived at De Montford Hall they will disperse to attractions in the Leicester area for the rest of the day. They will then meet once more at the hall for a presentation, including spot prizes for the guests.

'The message will be that coaching is not just transport for children and the elderly. It is environment-friendly, safe tourist transport for everyone,' said the spokesman.

Last year's Coaching For Pleasure Day at Nottingham was a huge success for the infant CTC. It got coverage in the Guardian and other national newspapers as well as prime slots on local radio and TV. Several operators



reported getting business as a direct result of the free trip.

Membership of the CTC is £100 for coach operators, £250 for other industry suppliers.

Details of the CTC and Coaching For Pleasure Day are from Roger Mott, CTC, c/o Motts Coaches, 15 Station Road, Stoke Mandeville HP22 5UL, Tel: 0296 613831.

Scottish Open goes for golf coaches!

DISCOUNTS for daily and weekly entry to the Bell's Scottish Open Golf Championships are being offered to operators throughout Britain.

Organisers of the July 10 to 13 event at Gleneagles have cut between 10 and 20 percent off the ticket prices, have ensured double the amount of free coach parking and are offering a free meal for drivers in an effort to draw coaching crowds.

The event itself is a 'must' for golfers with many of golfing's greats, including Woosnam and Faldo. The King's Course is expected to play host to more than 100,000 spectators.

The five-star Gleneagles Hotel is, of course, now fully booked but annual organisers CPMA are issuing a list of suitable local accommodation - from hotels down to guest houses - in the Auchterarder area. It is available on request.

'We are actively encouraging coach operators to run excursions because we want to make it as simple as possible for the widest possible audience to savour



Faldo and Woosnam at the Scottish Open.

the unique atmosphere of the Bell's Scottish Open,' said CPMA's Chris Walford.

Day entry tickets costing £9 have been discounted to £8, with similar £1 discounts for concessionary daily passes, while the 'season ticket' four-

day pass costing £25 is just £20 if pre-paid.

Details from Chris Walford, CPMA, Grove House, 45 Fernshaw Road, London SW10 0TN, Tel: 071 352 8888, Fax: 071 352 5224.

Dover spends £13m to hit tunnel

DOVER Harbour Board is sinking £13 million into a new ferry berth - which will cope with seven new vessels.

P & O, Sealink Stena Line and Belgian operator RMT are bringing their big ships to the port in the next 18 months and pushing the figure of 15.5 million passengers still higher.

Tenders have been invited and will be selected at the end of July. The work on the new berth E will start in September for completion by the end of 1992.

Dover Harbour Board general manager Michael Krayenbrink said: 'This is a bold step and part of the infrastructure needed for a real competitive challenge to the tunnel.'

• Dover has spent £110 million on facilities in the last ten years, now handling 122,000 coach movements a year.

THE AMERICAN ADVENTURE

Theme Park
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The easy solution to ticketing hassle has been introduced by The American Adventure this year.

A system which has been developed over the past 2 seasons is now in full operation to make life easier for coach operators.

Using computerised Bar Coded Tickets for quick administration the Park can now not only ease cash flow but also make payment terms simpler.

Plus groups will be given priority admittance on arrival.

The American Adventure has

produced attractive Bar Coded Tickets, shown above, which can be supplied free of charge to coach operators. These tickets are overprinted with any details requested by the operator but they do not state pricing information.

Only when tickets are redeemed at the Park will the coach company have to make a payment, which is at a special pre-agreed rate.

This unique system is also simple to arrange. If a company wishes to take advantage of the opportunity then

tickets can be printed and distributed within 48 hours.

Current participants in this scheme include not only coach and travel companies but also hotels and tourist information points. All these organisations have been very pleased with the success of the bar coded tickets, in fact, as the Information Officer at the Park, Mike Dyche, noted, "The bar coded tickets represent a no lose situation and so I am not surprised at their success. The only amazing thing is that nobody has done it before".

For more information about Bar Coded Tickets please contact: Mike Dyche The American Adventure
Ilkeston Derbyshire DE7 5SX Tel: 0773 531521

Floriade moved forward

HOLLAND'S showpiece garden festival, Floriade, has been moved forward five days to open on April 10.

The massive international exhibition - which will be opened by a member of the Dutch royal family - is on schedule according to its technical director D. Bosman despite the fact that work began late.

He says the use of investment funding was delayed to gain maximum interest. But now 4,000 trees, 75,000 shrubs and three kilometres of hedge have been planted while greenhouses are erected in a matter of days.

An international flavour is being provided by Chinese,



Soviet, United States and Japanese exhibits among many others from all round Europe. In the main, exhibitors are geared to commercial horticulture though the festival is very much aimed at consumers interested in the subject.

Visitors will be able to buy plants, garden furniture and

other accessories at Floriade from the many on-site stores. Souvenirs will be widely available, and will carry the attractive Floriade logo.

Promotion of the event has been strong. In all, half a million shell brochures in a variety of languages including Japanese have been distributed. Schools in Holland and elsewhere have been contacted with educational material suitable for children in several age groups.

Details of Floriade can be obtained by writing to Floriadepark 1, PO Box 1992, 2700DA Zoetermeer, The Netherlands, Tel:010 31 079 6819 92, Fax:010 31 079 6100 13.

New coach park in Essex

CLACTON's new coach park at Martello Bay will be officially opened next week.

The 34-coach area has been built alongside the site for a new watersports complex. Already the council has started work on a launching ramp, trailer park and access road, while the plans are to build a watersports shop, RNLI lifeboat house, a training centre and refurbishment of the old Martello Tower which gives the bay its name.

By midsummer, the landscaped coach park - a pay-as-you-enter with barriers - will have an information point and telephones. Overnight parking will be allowed but security details have not yet been finalised.

A spokesperson for the council said that, if usage of the coach park was good, further plans would be made for a shelter, toilets and a coach washing facility: 'But this does depend on a good uptake of this, the only official coach park in Clacton.'

Hockney's village opens up

WEST Yorkshire village Saltaire is making its first major bid for tourism with the opening of a refurbished visitor centre.

The Victorian 'model' village three miles from Bradford already boasts the David Hockney Gallery - an exhibition of the photographer and artist's work. The visitor centre is based on Salts Mill, the village's other landmark.

It was originally a textile mill, and the village was built around it for the workers in the 1870s. Most notable is its architecture.

A spokesperson for the Saltaire Resource Base which is managing the tourism drive said plans were in hand for guided tours at low cost by the end of this month, and an exhibition of Saltaire's history including period photos.

Further details are from Anne King/Paul Catanach of Saltaire Resource Base, on 0274 597612.



Short-breaks for Scottish castles

A SALE-OR-RETURN three-day ticket to Scotland's best castles and ancient monuments is being offered to coach operators.

All 70 properties in the care of the Secretary of State for Scotland are covered by the Short Break ticket sold by Historic Scotland. Among the more famous are Edinburgh Castle, Stirling Castle and Urquhart Castle on Loch Ness.

The £2.50 adult ticket is invoiced to the operator at the end of the season. Concessionary tickets are just £1.50 and available on the same sale-or-return basis.

Operators planning a winter short break in Scotland - even if the break is already booked - can contact us with a list of their destinations. We will then

give a suggested list of the best monuments within easy reach,' said Historic Scotland's Moira Robb.

Longer breaks are catered for by Historic Scotland's seven-day and 14-day Explorer tickets which give the same unlimited access but also pay the operator a

20 percent commission.

An adult Explorer ticket costs £5 for seven days, £8 for 14 days, with concessionary rates of £2.50 and £4 respectively.

Details and order forms are from Moira Robb, Tel:031 244 3170, Fax: 031 244 3080.

Last post for Royal Mail

MEDIEVAL battlers the Sealed Knot will probably be sounding The Last Post after their 1992 'invasion' of Preston - it is being sponsored by the Royal Mail.

As part of the celebrations of the real storming of Preston in 1642, a re-enactment will be staged with a staggering 3,000 Sealed Knot members. A 17th Century village will be recreated for the two-hour battle between the Cavaliers and Roundheads, on both August 15 and 16 of next year.

The whole event is organised by Barnardos, and money raised will go to local branches of the childrens' home charity.



THE EXTREMELY PROFITABLE FACE OF 1992

The Biggest National Event of 1992 is already taking shape on the wooded slopes of South Wales' Ebbw Vale: Garden Festival Wales.

The Festival offers such a spectacular range of events that it is already being called the single most popular tourist attraction of 1992, with an expected attendance of at least two million.

A SUPERB OPPORTUNITY

The sheer numbers of visitors that will pour through the gates of Garden Festival Wales between May and October 1992 make it a 'must' for any serious tour or coach operator. In terms

of profitability alone you really are unlikely to come across a better opportunity for next year! But that's only half the story.

HOW WE HELP YOU

The Festival organisers are dedicated to giving you the best deal and the best possible support. That's why we are now giving special group prices plus a number of suggested itineraries. Shell folders will be available soon.

Garden Festival Wales – it all adds up to your best profit opportunity for 1992!

For details of how to take

full advantage of this excellent opportunity, contact Catherine Hill, Deputy Marketing Manager, today at:

Garden Festival Wales Limited,
Festival House, Victoria, Ebbw Vale,
Gwent. NP3 6UF. Tel: (0495) 350198
Fax: (0495) 301233



MAY to OCTOBER 1992

'Tourism could help recession' says BTA

THE British Tourist Authority's chairman William Davis has claimed tourism may help pull the UK out of an economic mire.

In the BTA magazine *Horizons*, Mr Davis points to tourism income of £24 billion a year, around £7.7 billion of which is money from incoming tourists.

'Tourism is one of Britain's great success stories,' he said. 'It made up nearly 30 percent of this country's export earnings in 1990. We think that by 1995 there could be 22 million overseas visitors to the UK, spending

£11.6 billion.'

Mr Davis said rising unemployment is a worry within heavy industry but that tourism could feasibly soak up a large number of them but: 'The BTA board regards the present grant-in-aid of £29.2 million a year as inadequate, considering the magnitude of the task we face,' he warned.

'Tourism is on its way to becoming the world's biggest industry. It is also one of the biggest in Britain - a fact which I think would be more widely acknowledged if it were not so fragmented.'

He also criticised attitudes to tourism in Britain: 'It is a nonsense to say Britain is in danger of becoming a Jeeves society - we must not confuse service with servility and servitude,' he said.

Mr Davis said the Gulf War's effect was overplayed by the Press, and the total loss was not as high as was suggested. January and February saw just 18 percent of overseas visitors stay away and spending dropped by 25 percent. But he said the industry has been quick to recover.

Welsh activity centres under microscope

SCHOOL groups going on activity holidays should be reassured by the Welsh Tourist Board's new inspection scheme.

Over the next three years, WTB will set rigorous guidelines to ensure the safety and standard of activity centres approved by the WTB. The first stage will see preliminary inspections and centres will be invited to submit to approval in January 1992.

Stage three will see hotels, guesthouses and other accommodation using nearby activity centres join the scheme. Both accommodation and activity centre will have to meet WTB approval.

Of the 6.7 million visitors that visit Wales, 1.7 million are lured by activities such as mountaineering, sailing, windsurfing, climbing and walking. And while in Wales, 3.9 million visitors - some 58 percent - try some form of activity.



WHIPSNADÉ's latest addition is hoping to be as big a crowd-puller as his namesake... HRH The Prince Edward. The little pygmy hippo, one of very few born in captivity, came into the world as Prince Edward toured Whipsnade. He was immediately given the royal name in honour of the visit. Little Edward is the smallest hippo you'll ever see. His mum is only the size of the average pig. His dad, Nato, was loaned by a Spanish zoo. Details of Whipsnade group visits and special events are available by phoning 0582 872171, Fax: 0582 872649.

■ BRIEFS

● **DISCOUNT** clothes store Beans of Bradford has a sale on June 26. The crowd-pulling warehouse shop is knocking 75 percent of prices, and expecting interest to be high. Contact Beans on 0274 737089 for details of coach facilities.

● **THE Festiniog Railway Company** has appointed Sealink Stena Line leisure marketing manager Gordon Rushton as its new general manager.

Mr Rushton is no stranger to steam having been a volunteer on the line for 25 years and chairman of Festiniog Railway Society for five of those.

● **STAPELEY Water Gardens** in Cheshire is encouraging groups to visit its Palms Tropical Oasis pavilion for tea or dinner. The steamy atmosphere replete with palms, parrots and piranhas is supplemented by guided tours or demonstrations. Details are from Stapeley's Barbara Dobbins, Tel:0270 628628.

● **THE CHEMICAL** industry's showpiece public exhibition, Catalyst, has completed the second stage in its development costing £6.5 million.

The unusual attraction - excellent for school and college groups - is housed in a 19th Century Cheshire building which has been reworked with steel and glass to provide an observation gallery. Further development will be made in 1992 and 1993.

Details from Catalyst on 051 420 1121.

Mums' exhibition

YOUNG mums are the target of an exhibition at Wembley on July 26 to 28. Parent and Baby Care World at Wembley Exhibition Centre - sponsored by the National Childbirth Trust - has childrens' fashion shows, baby food sampling, a counselling centre and play areas. Tickets are £4 or less if pre-booked.

Details from Wembley Box Office, Tel:081 900 1234.

Saturday
July
27th



SHOWPLACE OF RACING

First
Race
2.00pm

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We offer a 25% discount to groups of 12 or over on Grandstand and Paddock entry.

The normal admission price is £13.50 but group concession price is only £10.00 per person. Coach parking is £10.00 per vehicle.

	Normal Price	Concession Price	Saving
Minibus for 12 . . .	£162.00	£120.00	£42.00
Coach for 35	£472.50	£350.00	£122.50
Coach for 54	£729.00	£540.00	£189.00

Free Silver Ring entry to Coach Drivers on production of their P.S.V. badge.

Group rates for all meetings except Royal Meeting and Free Coach Parking at most meetings.

☆ ☆ ☆ ☆ ☆

Attractions

- ◆ Top horses and jockeys in action
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Full details from:

Mrs Jane Horsman, Ascot Racecourse,
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Telephone: 0344 22211 Fax: 0344 28299

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offer for coach tour operators

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SPECIAL OFFER

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JUST WITHIN WALKING DISTANCE is the characteristic medieval town of Piran and "Forma Viva", the open air art and sculpture exhibition, and the nearby salt pans still working after many centuries.

PLACES TO VISIT: Caves of Postojna, the most magnificent in Europe. LIPICA, the famous stud farm dating back over 400 years, PULA, noted for its Roman Amphitheatre, or take a spectacular hydrofoil trip to VENICE.

HOTELCOMPLEX RIVIERA: modern and friendly hotels with comfortable rooms, all with shower/wc, majority with balcony, sea-view, telephone, central heating, situated in the centre of PORTOROŽ with indoor heated "sea-water" swimming pool and jacuzzi, sun terrace, choice of bars and lounges in complex, ice cream parlour/patisserie and dancing most nights.

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For INFORMATION and RESERVATION: Mr Janez Sterle, Mrs Slavica Forgan, Mrs Diana Pelloza, Mrs Ilse Ziber.

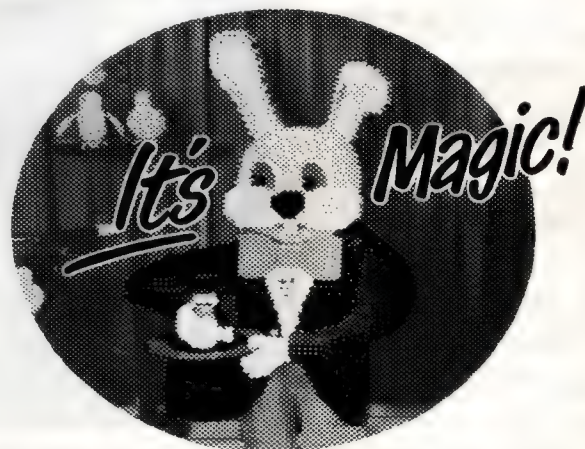
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Also 15th century village bar serving a wide selection of beers,
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(19590/HO)

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DUE TO CANCELLATION

**6th-13th JULY
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(19551/HO)

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4 X 1976 AEC 760

ZF gearbox, Plaxton body, Grant doors, 49 and 53 seats, long test. Also 1977 and 1978 as above with 53 seats. Just being tested.

Offers between £3,000 and £8,000

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AEC 505, 40 seater, Mk4 front, Bristol dome, private plate, well above average, 9 months MoT. **£2,500 + VAT.** No time wasters please. Tel. 03873 80553. (19499/AEC)

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1973 YRT. 53 seats, tested 9-4-92 (Leyland 401 engine), **£2,000.** **1975 PJK,** 29 seats, tested 4-3-92, **£2,000.** All in daily use. **Stoniers 0782 214184, 0782 412372 evenings.** (19405/BED)

1976 BEDFORD YMT, 53 seats, tested 26/91/91, Duple Dominant Express. **£4,000 + VAT.** Tel. 081 858 0031. (19512/BED)

BEDFORD

1985 (C) YNT 500 TURBO PARAMOUNT II, 53 seats, 12 months MoT, speed limiter.

£29,500 + VAT.

1979 (T) YMT 500 SUPREME IV, 53 seats. £7,250 + VAT.

*Both coaches are in
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53 seats, recon engine 8/90, full MoT, Telma, speed limiter, double glazed, stereo, radio cassette.

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BEDFORD YNT, 1983, 500 Turbo Duple Dominant IV, 53 seats, ZF gearbox, tinted d/g windows, Telma, taxed and tested. very good clean condition, genuine reason for sale. Must go, hence price **£15,000.** Tel. 0642 476436. (19585/BE)

1983 BEDFORD YNT

Duple Dominant IV body, 53 seats, red moquette upholstery, MoT Feb '92, good allround condition.

£14,975 + VAT

071 935 4091

(19603/BED)

1979 BEDFORD YLQ. Plaxton Supreme, taxed, MoT June 92. **£5,750 + VAT.** Tel. 0934 833177. (19050/BED)

BEDFORD DOMINANT IV, tinted and double glazed windows, recon turbo engine, X reg, 51 seats, 12 months test. **Offers, Tel. 0328 710589.**

(19612/BE)

1979 V registration BEDFORD YMT DOMINANT II

53 seats, Telma Retarder, pod, Bristol Dome, autolube, MoT April 92, recently repainted and re-painted.

£6,500 + VAT

1979 V registration BEDFORD YLQ DOMINANT II

MoT Nov 91, 45 seats, autolube, Bristol Dome.

£6,500 + VAT

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0488 57107 evenings**

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anytime

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684683 eve/weekends**

(19623/DAF)

1980 DAF PLAXTON SUPREME IV, 53 seats, 1 year's MoT, express doors, tinted windows. **£9,950 + VAT.** Tel. 0708 864911 (Essex). (19496/DA)

1983 DAF VAN HOOL. White, private plates. 48 recliners, curtains, toilet, drinks machine, tv, courier seat, crew bunk. MoT September. **£28,000 + VAT ono.** Tel. 05034 562. (19554/DAF)

1987 DAF SBR 3000 BERKHOFF ECLIPSE, 2 x 7 seater, hot drinks machine, toilet, Webasto, Telma, double glazed, curtains, will separate, reduction for pair. **P.O.A. Tel. 0860 594842 or 0375 379600 eves.** (19615/DAF)

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2 DAF ENGINED EXECUTIVE COACHES

Both vehicles are full specification, long MoTs, speed limiters, excellent condition inside and out. From

£23,000 + VAT

Further details

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(19593/DAF)

DAF

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3200**

Low drive, 55 seats, choice of 3.
D or E reg.

Owned by us since new. All
service records available, all fitted
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Radio, PA, trims. Immaculate
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+ VAT.**

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BENNETTS COACHES
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(19498/DA)

1978 DAF DKL PLAXTON SUPREME,
12m, 55 seats, Mk 4 front, tints, cur-
tains. **£7,950 + VAT. Tel. Wealden PSV
Sales 0892 833830.** (19521/DAF)

DOUBLE DECKERS

**DAIMLER
FLEETLINERS**

76 seaters, all MoT, 2 (1978),
2 (1977), 1 (1976),

£5,000 each + VAT

**Tel. 0475
42222/43333**

(19598/DD)

1977 DAIMLER FLEETLINE ECW, 74
seats, direct from service, choice of 4,
MoT, part exchange considered.
**£3,500 + VAT. Tel. Wealden PSV Sales
0892 833830.** (19632/DD)

1979 BRISTOL VRT/ECW GARDNER,
very low mileage, mint condition, long
MoT, first to view will buy. **£7,250.**
**Adrian Ball Eagle Coaches. Tel. Bristol
0272 554541.** (19508/DD)

1984 METROLINER, 71 recliners,
white/red with beige interior. Toilet,
drinks, curtains etc, plus all usual Met-
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VAT. Tel. 0785 284666.** (19641/DD)

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71 seater. 3 TV's/Video tables
on lower deck, toilet, drinks
machine, engine
reconditioned. New MoT.

**£28,000 + VAT
FOR QUICK SALE.**

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(19604/DD)

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1977 FORD R1114. 53 seater, MoT'd.
£4,500 + VAT. Tel. 0386 45847.

(19404/FO)

1982 FORD R1114 TURBO, 53 seats,
tested 24/5/92, Plaxton Supreme V,
side lockers, tinted windows, curtains,
brown moquette, PA system, good
condition, Bristol Dome. **£10,500 +
VAT. Tel. 081 858 6672.** (19513/FO)

SEPTEMBER 1978 FORD PLAXTON, 53
seats, radio/pa, power door, side
locker. **£4,950 + VAT. Tel. 0604
890210.** (19361/FO)

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**FORD TURBO
PRIVATE PLATE PLAXTON
SUPREME IV P/D**

Purmo heating, 53 seats,
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Must sell.

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779170 eve/weekends**

(19430/FO)

1982 PLAXTON MkV, 53 seats, recent
engine, recent retrim, curtains, tinted
window, side locker, Telma, twin
tanks, 12 months MoT, all white,
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(19410/FO)

1982 X REG FORD R1114. Plaxton Sup-
reme IV, 53 seats, tinted glass, 47,000
km, Telma Speed Limiter, taxed &
tested, full service history. Very clean
coach throughout. First to see will
buy. **£13,995 ono + VAT. Tel. 081-395
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LEYLAND

1978 PLAXTON 680 VIEWMASTER,
semi auto box, 50 Plaxton recliners,
curtains and water boiler, toilet, Tel-
ma, driver's bunk, radio cassette/PA,
P.plates, taxed and tested November
1991. **Offers. 1976 LEYLAND
LEOPARD DOMINANT I,** 55 retrimmed
seats, radio cassette/PA, semi auto
box, s/limiter, taxed and tested
November 1991. **Offers. Tel. 0860
777158 anytime.** (19619/LEY)

**LEYLAND OPTARE CUB SERVICE
BUS,** 33 moquette seats, luggage pen,
power steering, air door, automatic,
low mileage, new test. **Choice of 2.**
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**LEYLAND TIGER 245 PLAXTON
PARAMOUNT 3500**

1983 (Y), 50 recliners, recon engine, clutch
and ZF (6) box, all with 1 year's warranty,
tinted dg, curtains, courier, continental door,
v clean vehicle, quick sale.

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(19576/LEY)

**LEYLAND TIGER 245
PLAXTON PARAMOUNT 3500**

1983 (Y), 46 recliners, toilet, pa system, double
glazed, tinted windows, retarder, semi
automatic box, speed limiters, 12 months COF.

£30,000 + VAT

Part exchange possible

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(19518/LEY)

1975 LEYLAND 680. 57 seater. MoT'd.
Tel. 0386 45847. (19403/LEY)

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**LEYLAND
NATIONAL 510**

1974, good engine and
clean body/interior, tested
October.

£1,800

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(19591/LEY)

MAN SR280

1980, 48 seat, full executive,
very good condition, finished
in all white, tested June
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£16,500

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(19592/MAN)

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MERCEDES 24/5**

High back coach seats,
driver operational door,
low mileage.

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(19386/MER)

MERCEDES NEW 33 seat coach spec
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spec, 609, new power door, 24 seats +
coach spec, all available now from
stock. **Tel. Blythwood Motors 041
221 3165.** (19630/ME)

MERCEDES 608D. 1984, 21 seats, 17
recliners, luggage rack. Radio casset-
te, PA. MoT August 91. Good condi-
tion all round. Quick sale required.
**Hence £7,500 + VAT. Tel. 0803
324597.** (19385/MER)

1982 MERCEDES 508 D, 21-seater,
very good condition, 12 months' test,
new tyres, radio cassette, wheel trims,
20 mpg, any trial. **£6,400 ono + VAT.**
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(19579/MER)

NEOPLAN

**1984 (A) MERCEDES NEOPLAN JET-
LINER,** 49 recliners, centre sunken
toilet, fridge, coffee machine, 2 TV
video, blinds, driver's bunk, wheel
trims, radio cassette, MoT February
1992, recon engine fitted by Mercedes.
£35,000 ono + VAT including painting.
Finance available. Subject to status.
Tel. 061 480 0617 or 0831 267 566.

(19624/NEO)

CITY LINER, August 1983, private
plates, MoT May '92, owner driver, full
Executive, Econocruise fitted, since
new unlettered, vgc. **£42,000 + VAT
ono. Tel. 051-724 5727.** (19569/NEO)

**1983
CITYLINER MERCEDES V8**

Private plate, 49 recliners and
toilet. Retrimmed in grey with
rainbow pattern. Repainted in your
livery and restyled with 1991 front
and rear end, looks like a new
vehicle. MoT May '92.

£45,000 + VAT

**1985
SKYLINER MERCEDES V10**

Private plate, 73 seats, all usual
extras, restyled as above and
painted in your livery.

MoT June '92.

£55,500 + VAT

**Tel. Mike Trathen on
0752 790565**

(19582/NEO)

SCANIA

**1986 SCANIA 112
VAN HOOL SUPERHIGH**

MoT February 1992, 49 reclining seats,
toilet, video, PA, coffee machine, fridge,
driver's bunk. **£60,000**

1987 SCANIA 112**VAN HOOL**

MoT April 1992, 49 reclining seats, toilet,
video, PA, coffee machine, fridge, driver's
bunk. **£70,000**

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(19516/SC)

SCANIA

1988, F SCANIA K112 VAN HOOL SUPER HIGH, 49/68 recliners, centre sunken demountable toilet, double glazed, tinted windows, curtains, carpets, coffee boiler, TV, video, fitted driver's bunk. Telma, wheel trim, radio cassette, MoT September '91, tax, 240K from new, service by Scania and still has warranty cover. **£75,500 ono + VAT** including painting. Finance available. Subject to status. Tel. 061 480 0617 or 0831 267 566. (19625/SC)



SCANIA K112 TR PLAXTON 4000

71 seats, double decker coach, 1986, C reg, full executive specification. **£50,000 + VAT.**

RELIABLE VEHICLES

041 886 5633

(19503/SC/PIC CH)

VOLVO

VOLVO VAN HOOL. Astral 1983, full spec exc, 58 seats, new MoT.

VOLVO JONCKHEERE. P90, 1983, choice of two, full spec Exec, 56 seats, new MoT - new Volvo engine, 57 seats, MoT December 1991 PP.

VOLVO ALGARVE, 1985. Full spec Exec, 49 seats, MoT November 1991.

All coaches fitted with toilets, TV, videos, driver bunks and fridges.

For further information, telephone

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(19636/VO)

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1990 H PLATED

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21 seater, 30,000 miles only, as new.

£29,500 + VAT

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(19586/TOY)

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First registered 6/4/83, MoT 16/3/92, 57 reclining seats, TV, servery, wc, very nice condition.

Open To Offers

Any offer considered for this excellent vehicle

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463300/316652**

(19422/VO)

1985 (NOV) VOLVO B9M PLAXTON 3200, 36 recliners plus courier, excellent condition, MoT 19.10.91. **£49,500 ono + VAT.** Pullham's Coaches, Bourton on the Water. Tel. 0451 21721 office or 20372 after hours. (19594/VO)



1979 B58 SUPREME IV

50 retrimmed seats, toilet, drinks boiler, radio/PA & cassette, wired TV & video, tinted windows, curtains, courier seat, power door, wheel trims, factory Volvo recon engine, retarder.

£16,500 + VAT

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(19605/VO)

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MAN ASTRON twin deck, 60 seats, toilet, video, Van Hool body, 1984. **£45,000.** 1986 LEYLAND ROYAL TIGER, Van Hool Alizee, 6 speed, ZF, 53 recliners, excellent. **£46,000.** Tel. Blythswood Motors (Glasgow) 041 221 3165. (19631/VH)

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(19584/VW)

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1987 VOLVO B10M PLAXTON 3500, 49 recliners, rear toilet, drinks, 1 owner from new. **£55,000 + VAT.** Tel. 0785 284666. (19642/VO)

1981 PP VOLVO B58 PLAXTON VIEWMASTER, 50 recliners, tinted windows, Telma, air over leaf suspension, radio cassette, PA, full side lockers, taxed and tested October 1991. **£18,500 ono + VAT** including painting. Finance available. Subject to status. Tel. 061 480 0617 or 0831 267566. (19622/VO)

VOLVO ALGARVE 86 M REG DEC 85, low drive, 49/53, demountable, TV, video, unletered. **£40,000 ono.** Also Jan 85 ALGARVE VOLVO, as above spec. **£36,000 ono.** Part exchange welcome. Tel. Blythswood Motors (Glasgow), 041 221 3165. (19629/VO)

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4 x New 1991 Kässbohrer Setra S 215 HD (Tornado) 370 bhp. MAN engine. High floor with excellent specification. 49 seat luxury touring coach. (1 fitted with air conditioning)

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NEW Warrior on Leopard
Chassis

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NEW CRUSADER
Luxury Coach on Leopard
Chassis

Specification includes 48 fixed coach seats, saloon toilet, tinted double glazing, curtains, full moquette/carpeted interior, radio/PA, power door, etc.

OFFERS

Part Exchange Considered

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(19609/PIC CH)

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33 SEAT MERCEDES 811D PSV STAGE CARRIAGE SPEC,
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Fax: 021-454 5356. (15965/MB)

1985 C REG TRANSIT, 14 seater, PSV, taxed, tested Nov '91, petrol, long wheel base, SDL, very clean and reliable, **£3,750 + VAT. Tel. 061 620 8008.**
(19413/MB)

1987 SHERPA, 13 months MoT, new gearbox, king pins, 16 h/b seats, power door, good condition, **£6,250 ono + VAT. Tel. (0533) 777972.**
(19411/MB)

NEW TALBOT TRIAXLE DIESEL, 22 + 7, power door, moquette seats, special offer, also '89 turbo, '90 non-turbo, both low mileage, ex-demo machines.
Tel. Blythswood Motors, 041 221 3165.
(19627/MB)

1988 (E) MERCEDES 609D, 20 seats, PSV minibus, power door, hi-back moquette trim, test January 1992, 216,000 miles with FSH, supplied and serviced by ourselves. Very clean. **£17,995 + VAT. Tel. Mark Graham on 091 270 0787.**
(19639/MB)

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TALBOT EXPRESS, 2.5 diesel, 16 high back seats, radio cassette, full luxury soft trim, COF, one year taxed. **£14,900.**

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TALBOT EXPRESS SWB, 1.9 diesel, 12/13 low back moquette seats, radio cassette, full soft trim, COF, 1 year tax. **Price from £11,250.**

ALL PRICES + VAT

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(Brentwood)

(19504/MB)

1984 FORD TRANSIT. Sweet Sixteen, Diesel overdrive, high back moquette seats, luggage racks, soft trim interior, MoT 19.11.91 **£4,650 + VAT ono.**

1984 FORD TRANSIT. LWB, 12 moquette seats, diesel overdrive, soft trim interior, Bristol dome, MoT 5.1.92 **£3,450 + VAT ono.**

BOTH VEHICLES are in good, clean condition and ready for work. Maintenance records and a pit inspection are available.

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PHONE 0795 423982/3
(19572/MB)

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Deal direct with the Manufacturers, the quality PSV and Welfare converters

Mercedes 609D 19 seat coach **£26,695**

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Mercedes 609D, 24 seat + standard service bus **£28,995**

Mercedes 410D, 15/16 seat mini bus **£21,100**

Mercedes 814D, Midi Executive coach to — various specifications **POA**

Mercedes 814L, 6 cylinder, 136 bhp eng, 35 seat coach with rear air suspension, Aug. delivery **POA**

1987 E reg Mercedes 814, 29 seat coach

1988 E reg Mercedes 814, 29 seat coach

1988 E reg Freight Rover 300, 16 seat mini bus

Prices do not include VAT

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Conversions on Renault, Ford, Talbot Express & Freight Rover vehicles

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(19117/B)

M-2-M

OFFERS FOR JUNE DELIVERY

LEYLAND DAF 400 DIESEL, 16 seats, dropped passenger entrance step..... **£16,200**

MERCEDES 609D, 26 seats, side skirts..... **£25,000**

MERCEDES 609D, 24 seats, power door, destination dome..... **£26,000**

FORD DORMOBILE, 16 seat minicoach..... **£18,500**

All the above vehicles come complete with the following specification as standard: high back Capri seats set on tracking, full soft trim, luggage racks, lift up roof vent, electric intake/extract unit, saloon heater, Blaupunkt radio/cassette, tinted windows, decorative curtains, wheel trims, CIF, 12 months road tax.

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Freight Rovers or Mercedes Benz - 507 - 609 - 709 up to 26
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DIESEL**, 12 months MoT, taxed and
tested, 16 seater, automatic door.
(Contract negotiable). **£4,750. Tel.**
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743756. (19634/MB)

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seater minibus, 12 months PSV MoT,
immaculate condition, **£5,500 ono +**
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16 + 5 standing, bus spec, soft trim,
destination equipment, electric door,
ticket machine rack. **£4,500 ono +**
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MERCEDES 609D, 1988, 26 high back
seats. Power door. Luggage racks.
Tinted windows. Full soft trim. Stereo
radio. Telephone. MoT October.
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1988 MERCEDES 307D, 12 seater,
PSV'd, tested April '92, taxed Sept '92,
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£8,500 ono. Tel. Blythwood Motors
041 221 3165. (19628/MB)

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£20,000
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May 92 **£7,000**
1979 VOLVO B58 ALPHA. 53 seats, MoT 20/3/92 **£7,000**
1978 FORD DOMINANT II. 53 seats, MoT 8/10/91 **£3,000**
1978 FORD DOMINANT I. 53 seats, MoT 20/11/91 **£2,000**
1976 LEYLAND LEOPARD. Semi auto, 45 seater, 7ft 6in wide, new
ticket **£3,500**
1979 DENNIS DOMINATOR double decker. 74 seats, engine US,
MoT 13/11/91 **£2,000**

ALL VEHICLES SUBJECT TO VAT

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(19494/UN)

1984 B Reg DAF JONCKHEERE.
Test March '92, toilet, TV,
drinks, 49 recliners.

£40,000 + VAT ONO

1983 DAF JONCKHEERE. Test
March '92, toilet, TV, drinks, re-
cent reconditioned engine

£35,000 + VAT

1977 R Reg LEYLAND LEOP-
ARD. Duple Dominant Express,
49 seater, semi auto, power
door, test March '91

£7,000 + VAT

Tel. Jean on

091-565 9377

(19568/UN)

VOLVO**VOLVO 1987 B10M ALGARVE**

Low driver, 51/53 recliners, toilet,
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many extras, excellent condition,
only 129,000 miles from new,
MoT March 92,
all records available.

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Part ex considered

BEDFORD**1986 BEDFORD YNT TURBO
DUPE 320**

53 recliners, speed limiter,
ZF gearbox, radio cassette, PA,
MoT June 92, excellent condition.

£37,000 + VAT

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(19552/UN)

BEDFORD 1986 PARAMOUNT 3200 EXECUTIVE

Turbo, 35 Recliners, TV, Video, carpeted, coffee machine, ex-
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BEDFORD FULL EXECUTIVE

Private plates, TV, video, coffee machine, toilet, fridge, 3
tables. 22 recliners. **£14,500**

MERCEDES 1988 FULL EXECUTIVE

TV, video, coffee machine, toilet, rear lounge, 2 fridge, ex-
haust, brake, deep boot, air con. Webasto. **£28,900.**

2 X 1988 RENAULT MASTERS

Large windows, soft trim, both in daily use. Full MoT and tax,
clean and tidy. **£7,000 each**

IVECO 1988

Soft trim, in daily use, clean and tidy, 15 seater. **£8,500.**

BEDFORD PJK

29 seater. Straight, tidy inside and out, in daily use. **£4,200**

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Full luxury top of the range, 2.5 inj, 'H' reg, low mileage,
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Part exchange considered.

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(19574/UN)

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full width coach seats, high spec + standees. Stock.

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709 MERCEDES ALEXANDER, 25 seats, bus spec, electric door,
standees, stock.

308 MERCEDES, 12 seat, luxury.

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1990 MERCEDES 811, coach built AMI, 33 seats, luxury, low
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1989 MERCEDES 408, 15 seats, luxury.

1987 MERCEDES 609, 21 seats.

1987 FORD TRANSIT, 16 seater, electric door.

1986 MERCEDES, 21 seats, new MoT.

1984 MERCEDES, 21 seater.

1983 MERCEDES 608. 21 seats. New MoT.

1982 MERCEDES, 19 seats. New MoT.

STAGE CARRIAGE DUAL PURPOSE

1988 811 MERCEDES ALEXANDER, 33 + standees. New MoT.

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1986 FORD TRANSIT, 16 + standees.

(17834/MB)

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4 1985 'B' LEYLAND BERKHOF. 53 reclining seats, MoTs 1 October - 2 November '91,
1 January **£26,500 each**

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1 1984 BEDFORD YNT Plaxton Paramount, 53 seats, MoT March '92 **£22,500**

2 1977 BEDFORD YLQ Plaxton Supreme Ex, 45 seats, MoT January '92 and February
'92 **£4,500 plus VAT each**

1 1977 BEDFORD YMT Plaxton Supreme, 53 seats, MoT March '92 **£4,500**

All prices negotiable, tyres extra. All subject to VAT

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(19564/UN)

ISSUE 643

PASSENGER VEHICLE SALES

DOUBLE DECKERS

1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1976 VOLVO AILSA, 79 seats, Alexander body, power steering, single entrance.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering.
1976 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
1976 LEYLAND ATLANTEAN, ECW body, 74 seats, power steering. Test expired.

1979 LEYLAND LEOPARD, Plaxton Supreme body, 53 seats.

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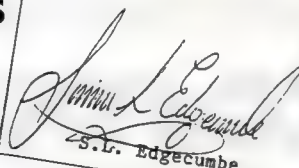
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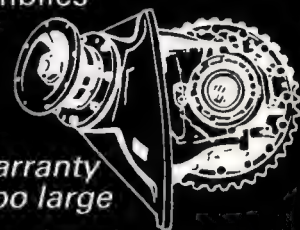
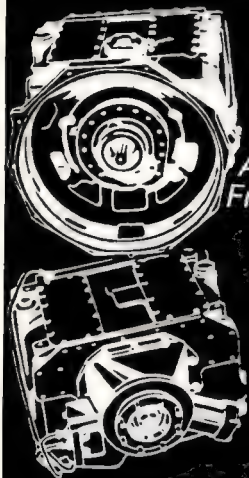
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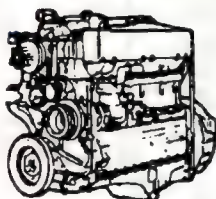
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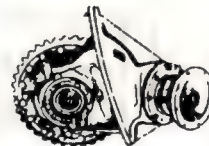
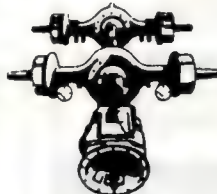
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No of words + VAT

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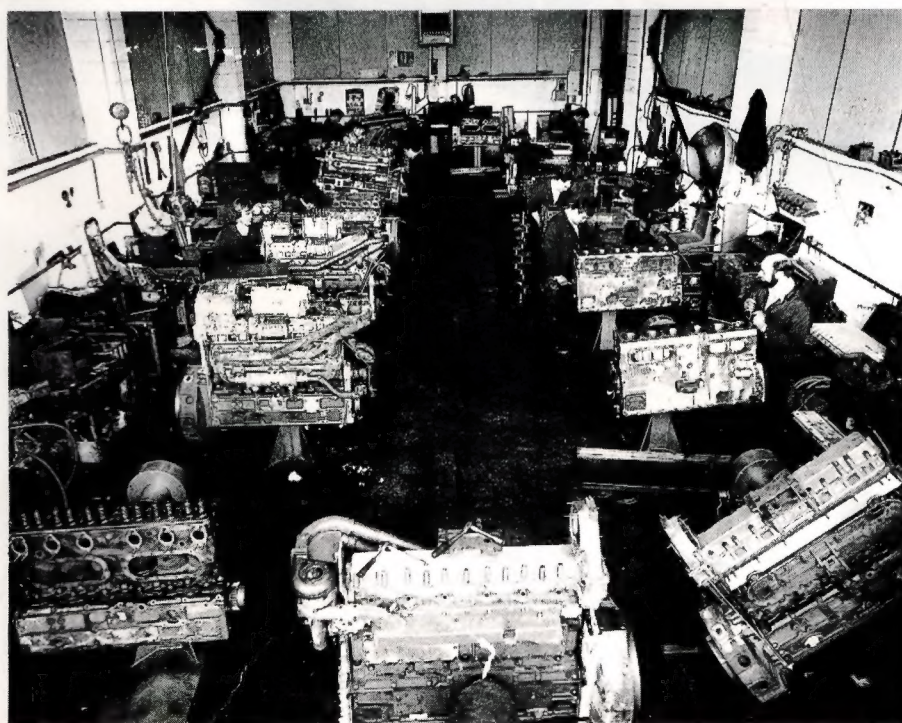
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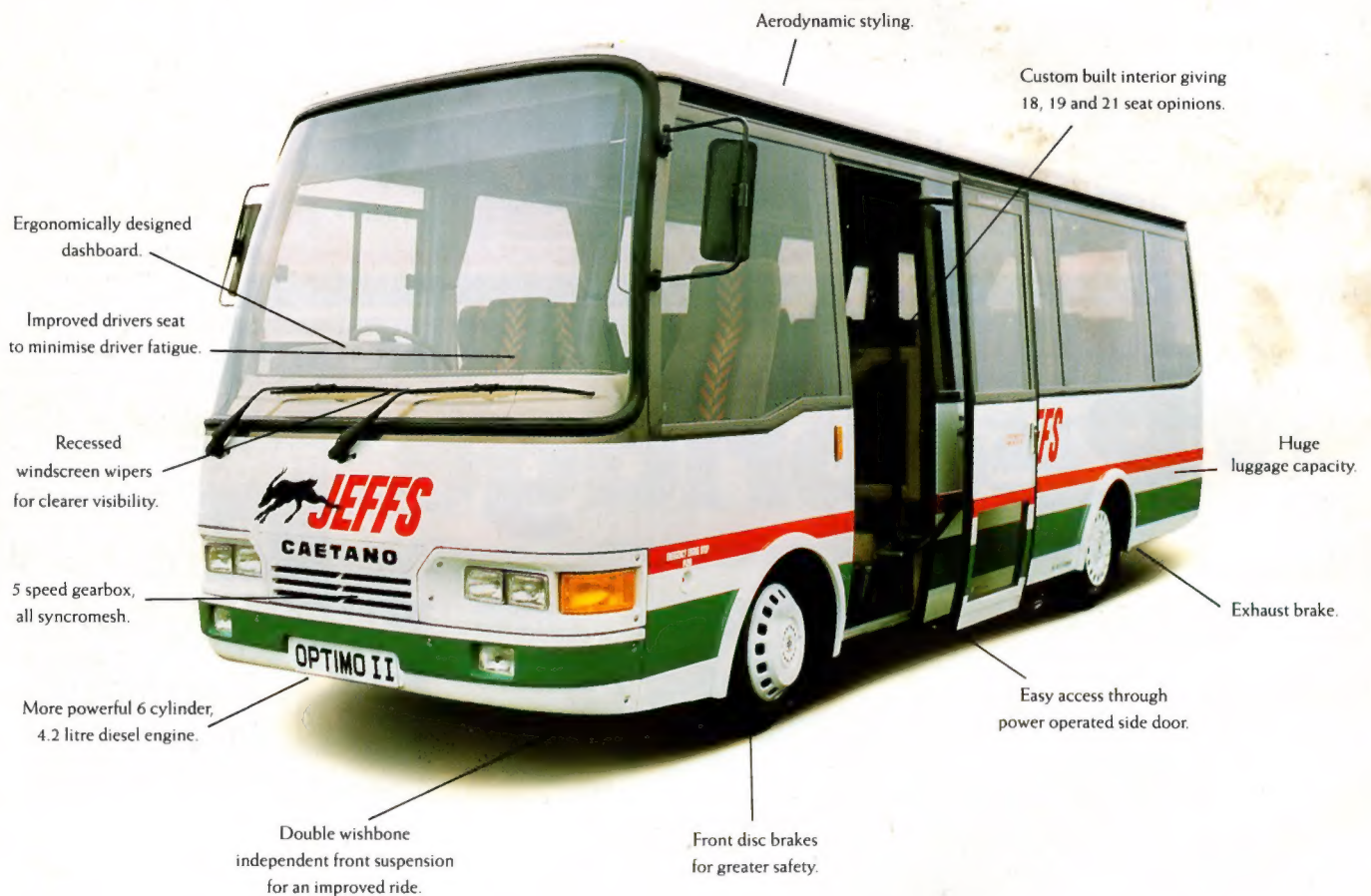


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